

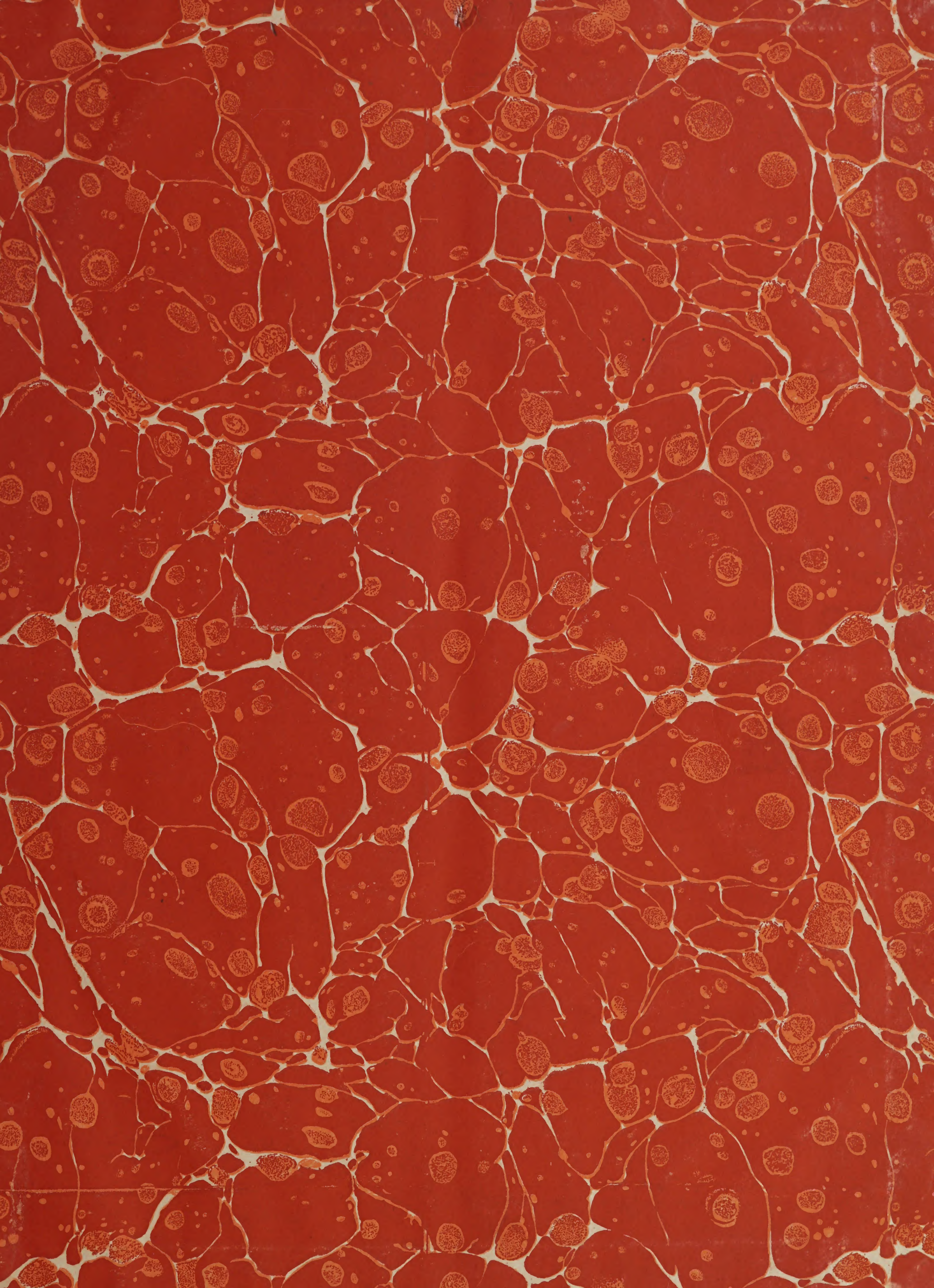




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# THE NATIONAL NURSERYMAN



JANUARY 1921

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
Cuthbert Raspberries  
Spiraea Van Houtte  
Other Ornamentals  
Shrubs

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**

Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons CO.'s Celebrated  
Graft and Stock Planter and Firmer

## Strawberry Plants

Everbearing and Standard

From November 1 to May 1

We can supply you healthy true-to-name, well-rooted plants. Fresh dug every day. Can ship to you or direct to your customers. Let us handle your Strawberry plant business next year. Our plants please our customers. They will please yours.

**The W. F. Allen Company**

Strawberry Specialists,

Salisbury, - Maryland

Subscribers to "Nurserymen's Fund for Market Development."

## APPLE SEEDLINGS

We offer a fine lot of well matured Apple Seedlings, dug late after they were well ripened.

They are of strong caliper, and full of life and vigor. We guarantee they will please you.

### GRADES

$\frac{3}{16}$  and up straight or branched

$\frac{1}{4}$  inch and up straight or branched

$\frac{7}{16}$  to  $\frac{3}{16}$ , strong grade, straight or branched

Mahaleb, French Pear, Manetti, Multiflora and Rugosa  
Rose Stocks.

A large stock of Forest Tree Seedlings.

ROSES—Hybrid Tea and Hybrid Perpetual, mostly on own roots.

Send us your list of wants. Ask for winter trade list.

**Mount Arbor Nurseries,**

**E. S. WELCH, President.**

**130 Center St., Shenandoah, Iowa**

Subscribers to "Nurserymen's Fund for Market Development."

## NOW MOVING.

**Our Bulletin frequently throughout the season offering:**

APPLES—Good list of varieties.

PEARS—General assortment—strong on Bartlett.

CHERRIES—Early Richmond and Montmorency.

PLUMS—"Jap" Budded on Peach, at right prices.

PEACHES—Surplus of Carman, Champion, Early Elberta, Elberta, J. H. Hale.

H. P. ROSES and CLIMBERS

ORNAMENTAL SHRUBS—General Assortment. Some scarce varieties like Hydrangeas, Weigelas.

AMPELOPSIS VEITCHII, 2 year, heavy

AMPELOPSIS VEITCHII, 1 year, heavy

ASPARAGUS ROOTS

BARBERRY THUNBERGII Seedlings—Largest stock in the world.

Imported Fruit and Rose Stock, quoted f. o. b. Manchester.

FRENCH APPLES  $\frac{7}{12}$  grade. ENGLISH MANETTI  $\frac{5}{8}$  and  $\frac{4}{5}$ . FRENCH MANETTI  $\frac{5}{8}$ .

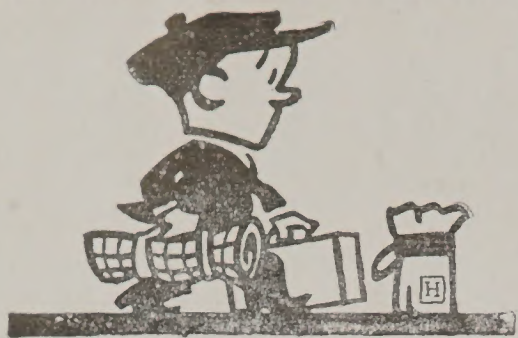
Write for bulletin giving quantities and prices.

**C. R. BURR & COMPANY**

**Manchester, Conn.**



The  
Preferred  
Stock



The  
Preferred  
Stock

## SAFE ARRIVALS

are the result of careful packing and good judgment in shipping. Experience helps too—particularly through the winter months. Every year seems to increase the amount of winter shipping. Our facilities are such that you can be guaranteed satisfaction.

Bulletin Number one has already been issued—Number two will be distributed early this month. If you are not on our list write us. Number two will offer especially:

ROSES (Field Grown)

Climbers and Hybrid Teas.

CLEMATIS PANICULATA HARDY PERENNIALS

ORNAMENTAL SHRUBS

FRUIT TREES

YOUNG EVERGREENS FOR NURSERY PLANTING

High Grade Stock for the Wholesale Trade

**Jackson & Perkins Company**

Newark, New York

The  
Preferred  
Stock

The  
Preferred  
Stock

# EVERGREENS

Seedlings—Transplants—

Cuttings grown under glass

## MILLIONS OF THEM

Arborvitae—American  
Arborvitae—Compacta  
Arborvitae—Douglas Golden  
Arborvitae—Hoveys Golden  
Arborvitae—Pyramidalis  
Arborvitae—Siberian  
Arborvitae—Tom Thumb  
Arborvitae—Orientalis  
Arborvitae—Globosa  
Pine—Austrian  
Pine—Jack  
Pine—Pitch  
Pinus Flexilis  
Pinus Ponderosa

Pine—Scotch  
Pine—White  
Pinus Densifolia  
Spruce—Colorado Blue  
Spruce—Douglas  
Spruce—Englemans  
Spruce—Norway  
Spruce—Red  
Juniper—Irish  
Juniper—Sabina  
Juniper—Tamariscifolia  
Juniper—Monosperma  
Retinespora Pisefera  
Retinispora Plumosa

Also a list of Apple, Shade Trees, Hedge Plants, Shrubs, Vines, and Peonys.

Send for our latest Wholesale List.

## Sherman Nursery Co.

Charles City, Iowa

We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

COLLECTORS OF TREE SEEDS

==

THE

## North-Eastern Forestry Co.

CHESHIRE

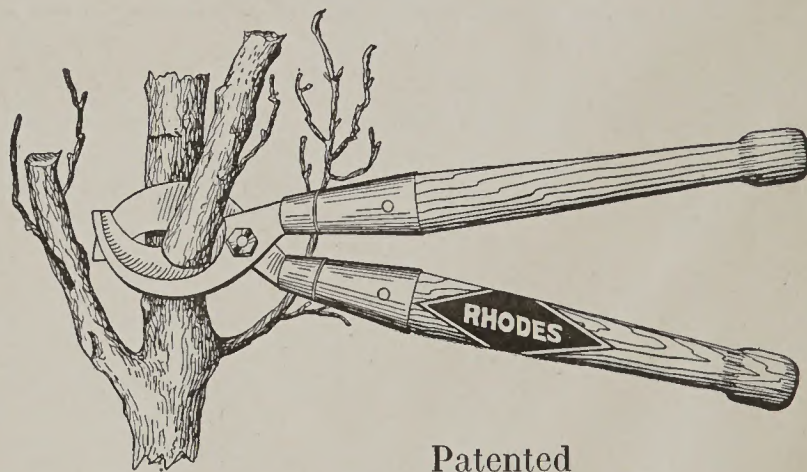
...Connecticut...

Subscribers to "Nurserymen's Fund for Market Development."

When writing to Advertisers please

## RHODES DOUBLE PRUNING SHEARS

In Use Throughout the World



Patented

The finest cutting and best made pruner on the market and the only one that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes.

They are advertised in all the leading journals throughout the country and will prove a profitable line for you to handle. All goods delivered.

Send for circular and trade discounts.

**Rhodes Mfg., Co.** 524 S. Division Avenue,  
Grand Rapids, Mich.

When writing to Advertisers please mention the National Nurseryman.



# PAINESVILLE NURSERIES



## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

Subscribers to "Nurserymen's Fund for Market Development."

When writing to Advertisers please mention the National Nurseryman.





We have some very fine two year old plants of the following Roses—grown from cuttings—to offer the trade—Let us quote on your needs.

**ROSES:**

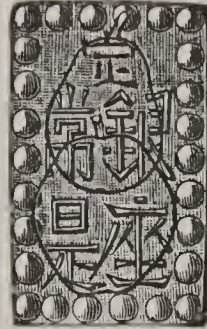
American Pillar  
Baltimore Belle  
Blue Rambler  
Crimson Rambler  
Dorothy Perkins  
Philadelphia Rambler  
Pink Rambler  
White Rambler

Cut Leaf Weeping Birch 8-10 ft. and 10-12 ft. grades.  
Black Locust 4- 6 ft. and 6- 8 ft. grades.  
Carolina Poplars 4- 6 ft. and 6- 8 ft. grades.

## Oregon Nursery Company

ORENCO, - OREGON

## Heikes—Huntsville—Trees



Now is a good time to check up your needs in all kinds of stock and cover your shorts.

We have just completed our counts and can state our actual surplus of PEACH, PEAR, PLUM, APRICOT, etc. Our peach this year are hard to beat; they are splendid trees in assorted grades and standard varieties. The pear are nice, stocky, one-year trees and are sure to please the most critical.

We still have a good assortment of SHADES, SHRUBS, PRIVETS, JUNIPERS and other CONIFERS.

Our surplus list is now ready. Write for your copy.

All of the stock can be shipped quickly or held until later. Special attention to large orders BUT we can also give the small buyer REAL SERVICE.

The stock is all of our own growing.

## THE HUNTSVILLE WHOLESALE NURSERIES, INC.,

HUNTSVILLE, ALA.

## A Complete Line

We still have unsold a good assortment of Fruit Trees, Small Fruits and Hybrid Tea Roses.

Large Supply of  
**Ornamental Trees, Shrubs,**  
**Perennials,**  
**Vines, Evergreens.**

## W. & T. SMITH COMPANY

GENEVA, N. Y.

74 Years

1000 Acres

Subscribers to "Nurserymen's Fund for Market Development."

## A Complete Variety of Nursery Stock



60000

Norway and American Elm  
fine stock in car load lots or less



## C. M. Hobbs & Son

BRIDGEPORT

Indiana



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXIX.

HATBORO, PENNA., JANUARY 1921

No. 1

## A National Tree

The American Forestry Association is trying to crystalize public opinion or get it to express itself by ballot in relation to a national emblem. The movement will be productive of good even if it fails of its object, in that it will tend to arouse interest in trees.

The efforts to bring about the adoption of a national flower have not met with success.

It is somewhat characteristic of the American people to rush things. What other countries require years or centuries to do we will at least attempt to accomplish in comparatively as many weeks, but sentiment is a difficult thing to rush. It is doubtful if a national emblem can be chosen by ballot or adopted by legislation it is one of those things that has to grow in the hearts of the people, quickened into being by some national tragedy or event.

It is more than likely, time will prove that the poppies of France have already immortalized to forever represent the heroes of the trenches in France.

It is not the flower itself but the memory of the tragedy, horror, valor, and sacrifice that is interwoven with them.

The Shamrock of Ireland, Thistle of Scotland, Rose of England, Lilies of France, Leek of Wales or any other national emblem were not adopted by ballot but by some soul stirring event in the nations' history.

To select some kind of indigenous tree for its suitability as a national emblem would be difficult. The country is so vast and its flora so different in its varied regions, that while the Palm, Cypress, Magnolia, Live Oak would be popular in the south they would be comparatively unknown outside of that region. The same would be true of the Hemlock, Pine, Dogwood, Red bud,

Birch, Hickory, Oak, Chestnut and those trees common to the North. Then there are the vast treeless plains whose variety of indigenous trees is confined to the Cottonwood, Willow along the streams and a few stunted representatives of such as the Oak, Pine and Cedar groups in isolated locations.

The Cactus would be a fitting emblem for the South West but it would be entirely out of place representing the magnificent forests of the North West.

There are some trees already peculiarly identified with our country and its history. Mention might be made of the dogwood splashed with the blood of those who fought in the civil war, aye and even in the Revolution. It would not be drawing on the imagination much to clothe the origin of the red form with those historical events. It would be as authentic as the traditions causing the adoption of the Thistle by Scotland and the Rose by England.

Then there is the noble American Elm under which tree Penn made his treaty with the Indians. Then there are the Sequoias the oldest living things on earth, peculiarly American and cannot be associated with any other country and doubtless other kinds of trees that have their claims for consideration of adoption, to say nothing of plants like the Indian Corn, which has perhaps done more to make America great than any other plant.

The tobacco, potato, and cotton with its dual claim for consideration on account of the use Andrew Jackson made of the bales in the battle of New Orleans, are all worthy of consideration from sentimental considerations.

Whatever movement is started that will induce people to "think" trees is deserving the whole hearted support of nurserymen.

UNITED STATES DEPARTMENT OF AGRICULTURE

FEDERAL HORTICULTURAL BOARD

Washington, D. C.

November 4, 1920.

Editor, National Nurseryman,  
Flourtown, Pa.

Dear Sir:

I note that you have published in your issue of December, 1920 the appeal issued by the committee headed by Mr. J. Horace McFarland with respect to Quarantine No. 37. Perhaps you will be willing to acquaint your readers with the other side of the situation and give them some of the real facts in the matter as set forth in my letter to Mr. McFarland of November 23, a copy of which I enclose. I have noted your editorial, which I think points out one very important phase of the matter.

This Department certainly is not going to change the quarantine on account of any hysterical circularization which seems to be now under way especially when the statements in the circular are so easily shown to be misrepresentative of the facts. Nurserymen and others who have invested money in new plant production enterprises in this country on the strength of this quarantine can rest assured that the quarantine will not be changed except for good and valid reasons which all can appreciate the full need for and justice of. The general principle on which this quarantine is based will undoubtedly be adhered to, namely, the exclusion of commercial entry of all plants which are not necessary for the development and future of the horticulture and floriculture of America with the one purpose, mind you, of excluding new plant enemies.

Yours very truly,  
C. L. MARLATT, *Chairman of Board.*



November 23, 1920.

Mr. J. Horace McFarland,  
Chairman, Committee on Horticultural Quarantine,  
Harrisburg, Pa.

Dear Mr. McFarland:

I have read in *The National Nurseryman* the first report of your Committee on Quarantine 37. This report is described as temperately worded and I find nothing in it which would indicate that the bounds of decorum and politeness have been passed in any way! I regret, however, to note that the report as a whole is so drawn as to convey to the public an impression which the facts do not warrant—the same sort of impression, in other words, that the opponents of the quarantine attempted to make widespread when the quarantine was first promulgated. At that time there was perhaps more justification, because the quarantine was not so well understood. Certainly there is no justification at this time for statements which are misleading if not absolutely incorrect.

To be more explicit, the argument as a whole conveys the idea that the special restrictions on entry, including the requirement of forwarding to Washington for inspection, is of universal application. In point of fact, the restrictions objected to apply only to the plants imported under special permit under Regulation 14 and, as you know, do not apply to the great mass of plants imported, such as bulb and fruit stocks, rose stocks, etc., which this year, as well as in previous years, have constituted the bulk of foreign plant importations. Furthermore, no point is made of the fact which has been explained and is thoroughly understood, that the sending of this material to Washington is based simply on the poverty of the Department. The Board has been perfectly willing and has endeavored to get such support as would enable it to establish properly equipped and officered inspection establishments at the main ports of entry, and in fact funds for that purpose are now included in the estimates to be submitted to the next Congress. In other words, this difficulty, which is one of the principal points complained of, is not one of intention on the part of the Board, but simply one of necessity due to the fact that funds have not been available to maintain such inspection establishments and officers at several ports of entry. Our available funds have been utilized in maintaining one office and inspection force and until funds are available for desirable extensions, this limitation must necessarily continue.

The chief objection, however, to the report is the old argument which runs through it that the action of the Department under this quarantine is going to create a horticultural and floricultural desert in America and will prevent America from getting any plants not now available in this country, or any of the new creations of foreign origin. This idea is adroitly brought out in several places in this report, notably, for example, in the following paragraph:

"It is confidently believed that those who are opposed to a Chinese Wall plant policy for America, who think that we are entitled to other plants which may be discovered anywhere as valuable to us as have been the Apple, the Lilac, the Potato, and countless other familiar but

exotic plants in use today, will aid the work of this committee in contributions and in effort."

It is similarly brought out in the statements that botanical gardens have "been either stopped or disastrously checked in so far as such operations (research) are dependent on plants obtained from beyond the borders of the United States." These and similar statements are absolutely unjustified by the facts.

To illustrate the liberal use made of the special permit for the importation of plants otherwise prohibited, the records of the Board show that no less than 344 such special permits were granted in the first year of the quarantine, ending June 30, last. The plants covered in these permits, including bulbs, ornamentals, roses, orchids, herbaceous plants, etc., totaled 10,870,531. Importations of plants were actually made under 197 of these permits, representing total importations of 2,093,753 plants. The discrepancy between the amounts authorized and the amounts actually imported may be explained by the fact that the permittees asked for the maximum amount which they felt they needed and in most cases they were not able to secure the amounts which they had requested, and a good many permits have been granted under which no importations have been made. For the portion of the second year which has already elapsed, namely, from July 1, 1920, to November 20, 1920, 191 additional special permits have been issued authorizing the importation of 3,969,506 plants. Under 51 of these permits importations have already been made, totaling 445,392 plants. That does not look like "A Chinese wall plant policy for America."

Twenty permits have been requested and authorized for the leading botanic gardens of the country. Many of these were for specialties which have not yet been imported but the Missouri Botanical Garden, for example, has imported upwards of 15,000 plants under special permit, and 4 other importations have been made under these permits by botanic gardens. The other permits are still outstanding.

The Board has adopted a policy of great liberality with respect to these permits, practically always authorizing the quantities which were asked for in the request for the permit, the point of view of the Board being that it wished to afford every reasonable means for the introduction of all plants not available in this country and in quantities sufficient to establish reproduction enterprises on a scale that would meet any legitimate commercial needs. The only requests which have been refused have been those asking for permits for the importation of plants which are known to be abundantly available in this country.

The large quantities of plants which have been imported under these permits are now being grown in 24 different States and also in the District of Columbia. These importations are the basis for the development in this country of stocks of plants which have hitherto been imported and have already, or will within a few years go very far toward supplying home grown stock in place of stock formerly secured from abroad. This action is building up horticulture and floriculture in this country in the most constructive and permanent way, and at the same time is accomplishing the object of the quarantine, i. e., elimination of the danger which has hitherto been a



continuing and heavy one in connection with the entry of foreign plants.

In addition to this, much material which was formerly imported is now being produced from available stocks in this country with the same beneficial results, namely, the strengthening of American horticulture and floriculture and the elimination of risks hitherto run on importations. The contact which this Board has had with the prominent plant propagators of this country through the enforcement of this quarantine and the control of these importations under special permits leaves the Board very strongly of the impression that the really important plant producing interests of the country are in sympathy with this quarantine. Certainly no backward step can now be taken by this Department.

I regret very much that your Committee has not seen fit to consult with the Board prior to issuing such a statement.

Yours very truly,  
C. L. MARLATT, *Chairman of Board.*

### THE NORTHERN RETAIL NURSERYMEN'S ASSOCIATION

The Northern Retail Nurserymen's Association held a most successful convention at the Dyckman Hotel in Minneapolis on December 6th and 7th.

#### PROGRAM

##### *Monday Morning*

10.00—President's Address - M. R. Cashman

##### *Monday Afternoon*

1.30—"The Nursery Outlook" - E. M. Sherman

2.00—"European Nurseries" - E. S. Welch

3.00—"Activities of State Stations in the Nursery Business" - Bj. Loss

—Discussion - John Hawkins

4.00—"Inspection Work" - Prof. A. G. Ruggles

5.00—"What Ornamentals Should We Propagate" - Robert Wedge

—Discussion - L. L. May

##### *Monday Evening*

6.00—Dinner

7.30—"Advance Collections" - T. Torgeson

Discussion - Bj. Loss

8.00—"Uniform Contracts" - V. L. Rushfelt

—Discussion - Robert Wedge

8.30—"Greenhouse Possibilities" - W. H. Eddy

—Discussion - D. M. Mitchell

##### *Tuesday Morning*

10.00—"Nursery Prices" - E. M. Sherman

—Discussion - Free for all

##### *Tuesday Afternoon*

1.30—"Legal Protection of Nurserymen's Rights"

T. L. Cashman

2.00—"The Nursery Salesman" - C. A. Chinberg

—Discussion - L. J. Wesely

E. C. Hilborn

2.30—"Packing, Grading and Handling Nursery Stock"

L. J. Tucker

—Discussion - John Anderson

3.00—"Market Future, Wholesale and Retail"

L. J. Wesely

—Discussion M. R. Cashman A. S. Riley

D. M. Mitchell T. Torgeson

4.00—"New Varieties" - A. H. Andrews

—Discussion - G. A. Tolleson

A. M. Brand

##### *Tuesday Evening*

6.30—Banquet

Business

Round Table Talks

This association has been growing in cooperative strength each year since its organization. When this association was first formed, some six years ago, there was a feeling that the competitive jealousies might prevent it from performing its greatest good to the various members. Each year, however, has seen these differences adjusted and a finer feeling of fellowship prevailing among the members, until today there is a fine spirit of give and take among all members. This is shown in many ways.

First, the nurserymen of the Northwest have cleaned house in regard to the hiring of irresponsible and unreliable salesmen. Thru the efforts of the Round Table clearing house the grafting tree peddler and the contract jumper have been left without a home. There has never been a time in the history of the nursery business when the personnel of the nursery salesmen has been of so high an average as it is in the territories covered by the Northern Retail Nurserymen's Association. By mutual understanding each season has seen the elimination of many of the former unreliaables until the sales force in the Northwest compares favorably today with the knights of the grip in other commercial lines.

Second, the standards of grading and packing of nursery stock have been greatly bettered thru the efforts of the association.

Third, the consideration of the market conditions of all lines of stock has enabled the nurserymen to meet the present war shortage in a much more satisfactory way than could have been possible without the association. It has been possible for nurserymen to avoid sales of items that were short and to agree to sell such items and such grades as would be available for the markets. In this way much tension has been averted.

Fourth, by careful consideration, at every session, of growing costs thru various cost system reports the members have been able to arrive at a more businesslike understanding of a just price to both grower and retailer and have thus been enabled to avoid many of the pitfalls that have come to the nurserymen acting singly and blindly.

Last, but by no means the least of the accomplishments of the Northern Retail Nurserymen's Association, has been a fine spirit of cooperation that has grown up among the members. There is a recognized courtesy that has been developed among all the members—a courtesy that has extended into all activities of the everyday life of the nurserymen. This has led to a willingness to help the other fellow out, a willingness to see a nursery salesman leave one firm and go to another and a corresponding unwillingness of any firm to court the services of satisfied salesmen of other firms.

There was a feeling of optimism manifest thruout the convention. Confidence seemed to prevail that there were better days ahead for the nurserymen. Thru the



efforts of the National Association and its publicity bureau there was a belief that the demand was growing for ornamental nursery stock which will greatly stimulate sales.

On the other hand, an idea seemed to prevail thru the association that there was something radically wrong with the rose business, that the rose market was not open to the ordinary competition that is found in other lines. This undercurrent of belief that the rose growers are artificially controlling the market will result in the stopping of sales on H. P.'s and standard roses during the coming year by the nurserymen of the Northwest until such time at least as they are satisfied that the rose market is open to normal and healthy competition.

Mr. M. R. Cashman, who has been president of the association since its inception, insisted upon being retired and the following officers were elected for the new year:

President—E. C. Hilborn, Valley City, N. D.

Vice President—L. J. Tucker, Madison, Wis.

Sec'y-Treas.—Robert Wedge, AAlbert Lea, Minn.

Sincerely,

E. C. HILBORN,

*Acting Secretary N. N. R. A.*

#### THE TRADE PRICE QUESTION

Napoleon, Ohio, November 27, 1920.

The National Nurseryman,

Flourtown, Pa.,

Gentlemen:

This summer a manufacturing concern requested me to prepare a plan for the beautifying of their factory grounds. Which I did and supposed I was to do the work, but when I called to sign a contract I saw two wholesale catalogues in the office and was informed they had purchased their stock. One of these firms is in Ohio, the other in Pennsylvania and both good sized firms.

It seems to me that this is pretty small business on the part of both nurseries as I can not see where any one is entitled to wholesale prices unless he is in a nursery stock selling business.

This summer the president of this same concern requested me to figure on his home grounds and when it came to what we would plant he produced a wholesale catalogue and wanted me to do his work and give him the wholesale price for the ornamentals.

In this particular city I have worked up quite an interest in landscape work, in fact due to my efforts there is twice as much nursery stock sold there as has been sold at any time before I began to work in that place, many people of limited means whom I do not deal with purchasing their stock direct from the nurseries because they see the results on the better grade homes and want to beautify also. A well landscaped home is an advertisement for all nurseries as it will cause a certain number of people to purchase a few plants at least and all nurseries should be big enough and honest enough to give the landscape architect credit for the good he does his line of business and not offer plants to any one at wholesale prices. It does a lot of harm as the party who gets the benefit will advise his friends that he can purchase stock much less than it can be had through a landscape architect.

I wish you would publish this letter and advise me whether it is permissible for members of the nurserymen's association to sell stock at wholesale prices to any one who will purchase over fifty dollars worth. I do not think it is fair to mail a wholesale catalogue to any one not in the business.

Yours truly,

W. A. RITTER.

Napoleon, Ohio, December 6, 1920.

The National Nurseryman,

Flourtown, Pa.,

Gentlemen:

Since writing my letter of the 27th ultimo I went to a small city to see a park board that I had prepared a park plan for. They wanted me to handle the stock and do the planting. I made them a price and was told I was \$300 too high as they could buy the stock for that much less than I agreed to furnish it. I said they could not whereupon they produced a wholesale catalogue.

Two of the members of this board want some work done on their homes and I will not be able to do it for them because they will figure they can buy wholesale as did the factory president.

This kind of business has cost me over fifteen hundred dollars this fall and has not made the nursery one cent. I would have done all of these jobs and would have bought the same stock.

This surely is a case of the nurseries working against their own interests, because it is the landscape architect that is showing what can be done with ornamental nursery stock, and the nurseryman should appreciate that fact and make certain they are not underselling him.

Yours truly,

W. A. RITTER.

#### COSTS

The Nurseryman who is in business in a small way cannot install elaborate cost systems. It is very often as much as he can do to keep his accounts straight. His bookkeeping to say the most, is very primary. The business has grown up under his care and he knows his own affairs from A to Z, or thinks he does.

In spite of his personal attention to all details of his business at the end of the year he wonders why he is not in better shape financially. He got good prices for the stock he sold, he charged more for the labor he supplied to his customers, he worked hard himself and he was very busy during the planting seasons, figuring how he will stand at the end of the year he finds his profits are not up to expectations and his business has not made the progress commensurate with the turnover.

The cause of course is in the leaky overhead. A certain part of the overhead can be tagged and kept track of, taxes, water, advertising, purchase of those items for use in the business for which there is no return.

These are self evident but there are a host of others that are not so noticeable yet which leak away the profits and capital too if allowed to run freely.

In the nursery business labor is the biggest item, and it has to be paid in cash. There is often a leak in connection with it that is not always apparent.

We will suppose a contract is made to do a certain



# Princeton Products are Ornamental



Trees, Shrubs and Evergreens  
of high grade  
for the wholesale trade

## Princeton Nurseries

Princeton in New Jersey

January, 1921.

## AMERICAN GROWN APPLE SEEDLINGS

Straight and Branched

—ALL GRADES—

Frequently Sprayed.

Absolutely Free from Insects or Diseases.

Car Lots to Central Points.

Will Exchange for Such Stock as we Need.

Now is the Time to Grow High Priced Apple Trees.

## ALSO A GENERAL ASSORTMENT OF FOREIGN FRUIT TREE STOCKS

(Apple, Pear, Mahaleb, Mazzard, Plum, Quince, Etc.)  
All grades.

We will have a Complete Line of General Nursery Stock in  
Storage for Spring Trade

## SHENANDOAH NURSERIES

D. S. LAKE, Pres.,

November 1, 1920

SHENANDOAH, IOWA

# Are You Troubled

with lost or "astray" shipments of nursery stock,  
to say nothing of other difficulties experienced  
through the use of "cheap" tags?

Get rid of your shipping troubles, just "put it  
up to Denney" to make 'em right.

**"Denney Tags get there with the goods"**

Tags for every need of the nurseryman and a  
reputation for giving you "what you want when  
you want it." Write us about it TO-DAY.

**Rawhide Shipping Tags and Tree Labels.**

## The Denney Tag Co.

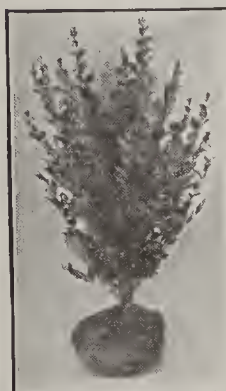
West Chester, Pennsylvania



Box-Barberry bordered garden

## BOX-BARBERRY

Ten samples sent post-paid at 1000 rates.  
Send stamps or money order.



Ibolium Privet 2 yrs.

## IBOLIUM-PRIVET

Ovalifolium x Ibota.

The new HARDY HEDGE  
Resembles California.  
Hardy as Ibota.  
Pre-offer of stock for propagating.  
In storage. Write for prices.

Surplus. American Hemlock  
" Japan Iris  
" Pin Oak  
" Japan Yew

## THE ELM CITY NURSERY CO.

Woodmont Nurseries, Inc.

NEW HAVEN

CONN.

Introducers of Box-Barberry and Ibolium Privet.



amount of work which the nurseryman or contractor estimates will cost \$800 in labor. He adds \$200 more to it for supervision and profit.

The first week he begins to pay out wages, etc., for which he pays the bank 6%. Perhaps he is lucky if he does not have to pay more. The job drags along and he has not made provision about a definite time of settlement. How long is it before his margin of profit vanishes?

Or to put it in other words if there are bills receivable amounting to \$10,000 on the books. This is costing him six per cent instead of producing interest if he has to go to the bank for his payroll.

The employer sends his men out and charges by the hour or day. Who pays for the lost time? This often adds to the overhead when it should be charged to the job.

When the men are working on the nursery it is worth while to have in mind the possible market returns from the work they are doing. If it costs a certain sum in labor to transplant a given number of plants, that is a charge against them that cannot be eliminated until they are sold. A little observation with this in mind will often reveal unprofitable work being done as a matter of routine.

A good manager mentally examines every job that comes up for attention in its relation to cost.

The overhead which is supposed to take care of all expenses that cannot be properly charged to any one else often is made to carry unknown heavy burdens and of course uses up the profits of the business.

It takes a clever manager to distinguish between profitable and unprofitable waste.

Waste is going on all the time and is a part of the natural order of things.

It is unprofitable to pay a man fifty cents an hour to salvage something that he cannot save more in value in an hour's time than the amount of his pay.

It is not cost in actual cash that runs away with a business but those intangible charges against the business that find their way into the overhead.

### RETAIL PLANTING AND SELLING

Editor National Nurseryman,  
Flourtown, Penna.

Dec. 14, 1920.

Dear Sir:

In the November issue of the National Nurseryman the statement is made that those who have done much retail selling realize the very big handicap of planting and the statement is also made that hundreds more sales would be made if planting was part of the transaction.

I perhaps cannot speak as one having done much Retail selling, but my experience, limited though it may have been, tells me a different story as I know that if the salesmen working for our organization were compelled to plant all the stock they sell that they would from necessity be compelled to cut down their sales considerably.

The average nursery selling at retail through their salesmen have men who do nothing else but carry their little plate book and work steadily from one year's end to the other carrying the Gospel of more Fruits and Flowers.

If these men had to plant the stock they sell they

could not cover more than one town as our experience is that as soon as the weather warms up in the spring the customers all want their stock at once and in order to take care of the planting the salesmen would have to limit his sales to his ability to plant with the result that instead of selling more stock for the nursery he represents he would in reality sell less.

It is stated that nurserymen can grow good stock but are yet to be proved good sellers. I feel that with the handicap of no uniform prices and cut throat competition as has existed in the past that those who are growing and selling as they are to-day are proving themselves to be mighty good sellers.

If however it is true that the average nurseryman is not a good seller the same condition holds true with the man who understands planting of stock but as a usual thing does not understand how to sell it.

There are few dealers in lumber who feel that they cannot sell lumber unless they agree to do the building for their customer.

Thousands of gallons of paint are sold every year and yet the merchant selling this does not apply it for the customer.

Thousands of packages of seeds are sold every year and with no planting arrangement connected with it.

No—I cannot agree that nurserymen should assume in addition to their present risks that of the planting of the stock they sell nor can I agree that the average gardener who knows how to plant stock can sell as much in the course of a year as the man who is devoting his entire time to the selling work.

Practically every nurseryman in the country is willing to furnish explicit planting directions to his customers, in fact nearly all catalogues carry this information and in addition to this the leading magazines before planting time carry detailed instructions and more of them would be willing to do this if requested to.

I believe that instead of advocating that salesmen plant the stock they sell that this should be discouraged and that the customer should be encouraged to not only plant the stock he purchases but also to look after it after being planted as in a good many cases if he purchases with the understanding that it will be planted for him he gives it no attention with the result that he does not get the results he should.

Proper education of our salesmen showing them how to sell rather than how to plant is going to do much to keep up the demand for stock even though there may be an increased supply.

There are thousands of homes throughout the country almost barren of shrubs and fruits and these offer a fertile field for the nursery salesman who knows how to sell.

There are miles and miles of roadside where fruit or shade trees should be planted and in fact the nurserymen have hardly struck "pay-dirt" when we consider the possibilities of increasing sales to keep ahead of a normal production.

The so called tree jobber usually gives the customer the benefit of any special "bargain prices" he has had in the past, he feels that it is but a side issue with him and if he can sell a tree or shrub and get a few cents per item more than he paid for it he is perfectly happy but





## Spraying materials

HE WHO SPRAYS IS WISE,  
but  
HE WHO SAVES WHEN  
HE SPRAYS IS WISEST

The Naco line of Insecticides and Fungicides, appeals to the jobber and dealer because of its leadership in quality and packing.

Paris Green

Arsenate of Lead  
(Paste and Powder)

Bordeaux Mixture  
(Paste and Powder)

Lime Sulphur Solution

Naco Dust "A" (Powder)  
(Special Potato Bug Killer)

Calcium Arsenate

Kalibor (Powder)  
(Kills bugs and prevents blight)

Led-Bor  
(Paste and Powder)  
(Combination Lead Arsenate and  
Bordeaux Mixture)

Manufactured exclusively by

**NITRATE AGENCIES COMPANY**  
**Bayonne**

**New Jersey**

If your dealer cannot supply you,  
write to us direct.

Branch offices in principal cities

### J. H. SKINNER & CO. Topeka Kansas.

Offer for late fall or early spring shipment:

Apple trees, 2 yr.

Peach, 1 yr.

Kieffer Pear, 1 and 2 yr.

Grapes, 1 yr.

Gooseberries, 1 yr., Strong plants.

Rhubarb Myatt's Linneas, Divided roots.

#### Apple Seedling. All grades.

Black Locust Seedling

Honey Locust Seedling

#### Shade Trees

Ash Elm Maple Sycamore

Honey Locust American Chestnut

Bechtel's Double Flowering Crab. All sizes.

Amoor River Privet 12-18 in.; 18-24 in.; 2-3 ft.

Spirea Van Houtti 12-18 in.; 18-24 in.; 2-3 ft.;  
3-4 ft.

Let us price your list of wants.

### Strawberry Plants Only

We have grown a crop of more than fifty million CHOICE HIGH GRADE plants—about forty of the leading standard varieties. Three the best everbearing.

It will be to your interest to get in touch with us if in need of plants to supply your trade. We furnish more nurseries with strawberry plants than any other plant growers in America. There must be a reason. We make shipment direct to your customers and guarantee same satisfaction that you could give shipped out from your own Packing house.

#### THIS WILL ALSO INTEREST YOU

We are in position to offer lower prices—Our Stock of plants were never better quality than now—Give us your want list—Let us figure with you.

**E. W. TOWNSEND & SONS,**  
(Wholesale Nursery)  
**Salisbury, Maryland**



he is demoralizing the business for the firm or salesman who are devoting their full time to the selling work.

The Nursery salesman who really KNOWS fruits and shrubs can intelligently advise his prospective customer as to the proper shrubs or fruits to plant and he is giving the customer more real service and value than the man who simply offers to plant anything the customer may select.

Planting is not selling nursery stock and the closer the nurseryman sticks to the growing and selling the better for the business in general as I feel that there is no more need for the Nurseryman to agree to plant the stock he sells than there is for the manufacturer of paints or lumber to do the painting or building.

Very sincerely,

C. O. WANNER  
Retail Sales Manager.

### A NEW PLANT FOR CHRISTMAS DECORATION

It is noted in the Florist's Exchange mention is made of the appearance of more *Cotoneaster* on the New York market for Christmas decoration.

"Whether it was the threatened shortage of well berried Holly or some other contingency that brought this about, the result is a thoroughly welcome and satisfying one. The *Cotoneaster* branches and sprays—some of them ranging up to six feet in length—not only bear attractive, durable foliage, but also are thickly studded with handsome, well colored fruits of good size. Although these fruits are of a somewhat warmer, more orange color than that of the Holly, they are bright, pleasing and well adapted to convey to the eye the Christmas spirit that, these days, is being recorded by every other sense as well. Perhaps the most valuable feature of this material, however, is the way in which it holds its fruits even in the face of the roughest sort of handling to which floral decorations can—or should be—subjected."

Florists like the correspondent had only the decorative value of the plant in mind when writing, and took it for granted the reader would know just which *Cotoneaster* the florists use.

Three species with decorative red fruits are quite hardy, others as hardy as far north as New York. Some partly evergreen others quite so, all more or less decorative.

The "National Nurseryman" has persistently called attention to the great possibilities for the nurserymen in growing material for the florist trade.

Here is a plant the florists have evidently discovered for themselves. It would be worth investigation with an eye on the future with an idea of supplying the demand.

The *cotoneasters* are propagated by seed sown in the fall or gathered when ripe, stratified and sown in the spring. The evergreen sorts may be propagated by cuttings of half ripened wood put in in August under glass.

They are comparatively slow growing, under ordinary treatment but no doubt if the demand warranted it, ways and means could be found to produce what the market required.

They could be grafted on vigorous stocks such as Mountain Ash, Quince, and *Cotoneaster vulgaris*.

Robert S. Edgar, of Waverley, Mass., late manager of Leominster Floral Co., Leominster, Mass., is now with the McHutchison Co., in charge of the bulb department.

## Answers to Correspondents



How is the best way to get Northern Spy stocks for apple grafting or work?

E. W. J.

The practice of grafting on Northern Spy roots is well established in Australia and South Africa as this root is found to be resistant to the wooly aphid.

In this country it is not so generally practiced and nurserymen do not seem to have yet arrived at the stage where Northern Spy roots are offered for sale for the purpose, although it might be worth while to write to advertisers of seedling apple stocks in the National Nurseryman to see if Northern Spy stocks can be purchased for grafting purposes. Bulletin 190 of the Massachusetts Agricultural Experiment station says:

"The method of growing trees on Northern Spy roots to secure resistance to the wooly aphid may be termed the nurse root method. In this method a rather long scion is grafted by any appropriate method on a short piece of seedling root, and planted out in the usual way. Roots arise from the Spy scion, and the seedling nurse root may be removed, leaving the tree on its own roots."

Editor National Nurseryman,

Dear Sir:

Some time ago I remember reading an offer in the NATIONAL NURSERYMAN, if I remember correctly, of \$1,000 to anyone that could send in an appropriate slogan for the Nursery trade, to answer the purpose that "Say it with Flowers" does for the Florists.

Kindly advise me if this offer still holds good?

P. P.

Yes, there was an offer made of \$100 for the best slogan accepted to express the idea. None was accepted and the offer was withdrawn. Instead of a slogan the trademark was adopted as best expressing the aims and purposes of the Association and at the same time, directly identifying its membership with its progressive and constructive policies.

The Chase Nursery Company has a unique way of sending greetings to their customers and friends at Christmas.

Last year it sent a little book by DeLong Rice, "The Spirits of the Trees," and this year "The Autobiography of Peach Brandy," by the same author.

It is not given to many business concerns to have a master of the English language and a poet combined, to interpret the spirit of their goods in such a way as Mr. DeLong Rice has done in these two little matchless works.

We congratulate the author, The Chase Nursery Company, in fact we congratulate ourselves upon having the opportunity of reading them.





*Two year field grown*

## IBOLIVUM Hardy PRIVET Hybrid

Cross between CALIFORNIA and IBOTA PRIVET

**Hardy As Ibota  
Looks Like California**

Arnold Arboretum  
Report it hardy there  
The Past Winter

—Just think what this means—  
**Order Propagating Stock  
NOW**

**Grows equally well from either  
Hard or SOFTWOOD.**

Start Propagating now and be ready for the  
Coming Demand

### TRADE OFFER

2 years 2-3 feet

(Not cut back. See above cut.)

1 year 1-2 feet

Also Summer frame cuttings

#### SURPLUS

American Hemlock, 2-3 ft., 3-4 ft., 4-5 ft.  
Japan Iris—20 varieties (true to name)

**THE ELM CITY NURSERY CO.**

Woodmont Nurseries, Inc.

**NEW HAVEN - - - CONN.**

Also Introducers of BOX-BARBERRY

## We have One Year Apple

to offer in the following varieties and can furnish these in

4 to 6 ft. grade

3 to 4 ft. grade

2 to 3 ft. grade

McIntosh Red  
N. W. Greening  
Red Astrachan  
Red June  
Rome Beauty  
Staymans Winesap  
Winesap  
Winter Banana  
Wealthy  
York Imperial  
Yellow Transparent

Ben Davis  
Baldwin  
Blk. Ben Davis  
Delicious  
Early Harvest  
Grimes Golden  
Gano  
Jonathan  
M. B. Twig  
Maiden Blush

We also have to offer Grape Vines in one year No. one and One year No. two in Concord, Niagara, Moore's Early, Worden, Moore's Diamond and a few red sorts.

We have as fine a lot of Apple Seedlings as you ever saw and can furnish these in all grades.

Can supply roses in the following varieties, as well as a limited number of some other sorts.

American Beauty  
Etoile de France  
Etoile de Lyon  
Frau Karl Druschki  
Gruss an Teplitz  
General Jacqueminot  
Kaiserin Augusta Victoria

LaFrance, pink  
LaFrance, white  
Meteor  
Mad. Caroline Testout  
Paul Neyron  
Pink Cochet  
Sunburst

White Cochet

All stock offered above is for late fall or early spring shipment. In addition to the items mentioned we will have a good assortment of two year apple in all grades as well as peach trees.

**F. H. STANNARD & CO.**

Ottawa

Kans.

## L. R. TAYLOR & SONS

TOPEKA,

KANSAS

**SPRING OF 1921**

**A Fine Lot of**

**APPLE SEEDLINGS**

**French and Japan Pear Seedlings**

**FOREST TREE SEEDLINGS**

**-ALSO-**

**Apple Trees**

**Peach Trees**

**Pear Trees**

**Cherry Trees**

**Forest Trees**



# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902

Published monthly by

THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor .....ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance ..... \$1.50  
Foreign Subscriptions, in advance ..... \$2.00  
Six Months ..... \$1.00

Advertising rates will be sent upon application. Advertisements  
should reach this office by the 20th of the month previous to the date  
of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by the  
Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Flourtown, Pa., and should be mailed to arrive not  
later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at  
Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., January 1921



## NEW RESOLUTIONS

This is the time we make new resolutions, at least if we are not too old, having arrived at the age when the enthusiasm of youth is slipping away or getting atrophied and our favorite phrase is "what's the use."

If we have really arrived at this stage the proper thing to do is to see an undertaker and to incidentally tip off our friends to make arrangements with the local florist to be ready with floral type.

Speaking of florists, the nurseryman cannot help but be a little envious at the way they are putting it across with their slogan "Say it with Flowers." It is true the nurserymen have begun to talk about their National Association or rather they have started one man talking, and what a noise he has made. It is like the voice of one crying in the wilderness, but only one, when many are needed. The theme of his cry is "trustworthy." There is a good deal of satisfaction in knowing that some, at least, in the nursery business are trustworthy, but we must have been an awful bad lot, for it to be necessary for us to have to pay out so much in advertising that "we are honest." Our brother florists need not chuckle at the handieap. It means we were more self conscious of the fact that some people thought we were crooks, and we wanted to set them straight before we really began to advertise the nursery business.

When we get the public all straightened out on this small point we are going to tell them about the wonders we have to interest them.

There will be a different story every month, yes every

week. It will tell of that wonderful procession of God's creation as they pass on through the year, that the nurseryman can bring the procession right into their own yards.

That each individual in the procession with their ever-changing robes of beauty and interest can be their very own.

We shall make the public acquainted with the first flowers that push through the brown earth in the spring, the exquisite Iris, prodigal paeonies, stately hollyhock, regal lilies, graceful Forsythias, call their attention to the beauty of the flowers of the peach and apple trees, with their promise of luscious fruits, acquaint them with rare and charming strangers in the procession, and teach them Jack Frost and Mrs. Snow are only servitors helping to get the procession ready for another carnival for their especial benefit. Oh yes we shall have so much to tell them that every newspaper in the country will have to be requisitioned.

But this is the New Year, the period for making resolutions.

## THE ASSOCIATION BULLETIN

The leading article in the December Bulletin published by the American Association of Nurserymen is entitled "A Fair Question," and begins with the question "Why is the Association?"

tion?"

The author makes out a very good case for the why of the Association, in fact, a strong case. After reading the article you decide if it were not for this organization the nursery business would soon go to the bow-wows, or at least it would have a very unprogressive and drab future.

Organization and co-operation are strong points with the author, but like all other ideas, useless unless put into operation, so the National Nurseryman is going to ask the question "Why is the Association Bulletin?"

The nursery trade papers back up most of the work of the Association and its officers, and are even anxious to do more, because the Association represents the best thought, action, and interests of the trade.

The aims of the Association, the Bulletin, and the Trade Papers are identical and even if they were not the Trade Papers would willingly give space for all the matter that is published in the Bulletin, which could be arranged to be published under a special heading as coming direct from the Secretary of the Association.

Such an arrangement would be the saving of a considerable expense to the National Association.

It is hardly possible there are many members of the Association that are not subscribers to one or more of the nursery Trade Papers, so it would save much duplication, expense, time and labor.

We do not know the cost of publishing and distributing the Bulletin, but \$250.00 would be a low estimate.

Readers of the Trade Papers who are not members of the National Association could perhaps get information they were not entitled to easier than under the present arrangement, but it would have the good effect of impressing them with "Why is the Association?"

Now, Mr. Watson, you have our thoughts on the subject. Perhaps there is some reason we are not aware of



**JACKSON POWER DIGGER** (patented)

60,000 trees per day.  
 Three men, two horses and 10 gal.  
 fuel will dig 60,000 trees per day.  
 Cost is \$750.00 without cables.  
 Pulls any size lifter.  
 Can be used in mud or dry ground.  
 Never breaks or injures a tree.  
 20 feet sufficient for machine at end of row.  
 Ground is not packed for replanting same  
 season.  
 Can be used for subsoiling or stationary en-  
 gine.

Address **EDGAR A. JACKSON,**  
 Box 152, R. F. D.,  
 Santa Clara, California

**Strawberry Plants**

for immediate or spring delivery. Stock guaranteed  
 strictly first-class, well rooted, thrifty plants, fresh dug and  
 to reach our customers in perfect condition.

Can furnish *assortment of commercial varieties* and a  
 very fine lot of PROGRESSIVE EVERBEARING. Ship  
 practically any day during winter and until April 20th.

Prices, on request, that will justify placing immediate  
 order for your spring wants. Sample sent on request.

**SHAHAN BROTHERS,**  
 "Strawberry Plant Growers,"  
 Winchester, Tenn.

**APPLE and PEAR SEED**

I received from Austria this past spring,—too late for  
 planting at that time, a shipment of Pear and Crab Apple  
 seed of the 1919 crop packed in charcoal and which I have  
 placed in cold storage. The seed is of excellent quality and  
 is keeping in fine condition. I will send you a sample if  
 you are interested.

I can offer for immediate shipment.

Also I will have ready for shipment about latter part of  
 November some native apple seed of 1920 crop, and Myro-  
 bolan Plum seed, 1920 crop. Write for prices.

**THOMAS J. LANE, Seedsman,**  
 Dresher, Pa.

**PETER F. WILLEMS**

*In the nursery business continuously since 1889*

President since 1904 Perry Nursery Company  
 Secretary since 1910 Brown Bros. Company

Announces the formation of the

**WILLEMS, SONS' NURSERIES**

having associated with him his son, Frank M. Willems,  
 (with the Perry Nursery Company since 1914, excepting  
 eleven months of U. S. Army service in France) with ex-  
 ecutive offices at Rochester, N. Y.

*October 1, 1920.*

Sales Agencies to be established throughout the New  
 England, Middle Atlantic and Middle West States.

**We Offer For Spring Trade**

A considerable quantity of English Beech, Oriental Planes,  
 Catalpa Speciosa, White Dogwoods, American Elms, Horse-  
 chestnuts, American Judas, Koelreuterias, American, Eng-  
 lish and Silver Lindens, Norway Ash Leaved, Sycamore,  
 Silver and Red Maples, Pin Oaks, Red Oaks, Salisburias,  
 Lombardy Poplars.

Many of the above can be supplied in heavy caliper.  
 Write for particulars and prices.

**The Rakestraw-Pyle Co.,**  
 KENNETT SQUARE, PA.

310 Acres devoted to business

**Vincennes Nurseries**

**W. C. Reed & Son, Prop., Vincennes, Ind.**

*Offer for Fall 1920*

Cherry, 2 Year XX  $\frac{7}{8}$  up 5 to 7 feet  
 Cherry, 2 Year  $\frac{11}{16}$  up 4 to 6 feet  
 Cherry, 2 Year  $\frac{5}{8}$  to  $\frac{11}{16}$ , 4 to 5 feet  
 Cherry, One Year, Sweets and Sours, all grades  
 Peach, One Year all leading Varieties, strong on Elberta  
 Apple, 2 Year, leading varieties  
 Standard Pear, One Year, 4 to 6 feet and 3 to 4 feet  
 Japan Plum on Peach, One Year  
 Hansen Hybrid Plum, One Year on Peach roots  
 Hardy Northern Pecans, Grafted Varieties  
 Please submit List of wants for prices

**For FUMIGATION With  
HYDROCYANIC ACID GAS****"CYANEGG"**

Sodium Cyanide in egg shape, each egg weighs  
 as near one ounce as possible. Destroys scale  
 insects on Fruit Trees, Nursery Stock, Plants  
 under glass and in Greenhouses.

Manufactured in U. S. A. by  
**The Roessler & Hasslacher Chemical Co.**  
 709-717 Sixth Avenue - - New York, N. Y.



that would tell us why co-operation would not co-operate in this instance in disseminating useful information to members of the trade at a considerable saving to the National Association, and incidentally "Why is the Association Bulletin?"

#### THE NURSERYMAN'S CHANCE

The most earnest desire of the trade is to prevent the business from slumping back to pre-war conditions and prices, when cut-throat competition and the brush pile were large factors in the annual clean-up of stock.

War conditions, Quarantine 37 and other factors have produced artificially a shortage of stock and prices, which if they could be maintained would give the nurseryman the opportunity to give more attention to quality and make a profit on his investment and labor.

The present shortage of stock has really produced conditions that give the nurseryman a chance to clean house that may never occur again.

We may blame the weather, pests, government regulations, transportation, the financial situation, labor, the public, or any or all those things that affect the business, but the fact remains the most blameworthy cause for the troubles that beset the trade is the narrow, selfish practices of the nurserymen themselves.

An over-production of inferior stock is sure to follow a shortage with high prices.

Nurserymen will not only try to grow all they can themselves to make a killing, but they will contract with the farmers to grow certain crops for them.

The farmer in turn begins to grow nursery stock on his own account, adding to the surplus that must be disposed of, and which has its effect on the downward trend of prices.

The adventitious nurserymen would be few in number if they were not encouraged and started in the business by the regularly established concerns.

It is an extremely short-sighted policy that helps to develop a competition that has neither tradition, reputation, organization or overhead to govern their business.

A letter from Lloyd C. Stark, of the Stark Bros. Nursery & Orchard Company, advises nurserymen to discourage in every way possible the selling of fruit stocks to any except established nurserymen.

This would indicate it to be a common practice to supply raw material to the orchardist, so he could grow his own trees and incidentally put on the market the surplus, and culls not needed for his own use.

If nurserymen had pride of profession to set that standard of quality which only the established concern can produce, it would automatically discourage the dollar chasing grower who had not qualified.

Thinkers in the trade are fully alive to the necessity of doing everything possible to stop practices that demoralize the business. The National Association is doing its best to bring about better standards and to raise the code of ethics.

Another encouraging sign is the development of the Bud Selection Idea in California, but there are a good many nurseries outside these influences that should be ostracised by the trade unless they subscribe to standards of business practice set by the trade at large.

Every nurseryman who wishes the trade to have a good standing in the commercial world should get busy and urge seedling growers, importers and others to keep the business in the hands of the legitimate nursery industry.

#### LABOR

A letter from the Bowery Mission, 227 Bowery, New York, states that conditions in the lodging house district in the Bowery remind one of pre-war times. The free labor bureau is very busy in trying to bring employees and employer together, without any financial charge. Should any of the readers of this paper require male help of any kind, communicate with A. C. Baker, Sec'y, Bowery Mission, 227 Bowery, New York City.

Many of our readers will be pleased to hear that James McHutchison of McHutchison & Co., 93 Chambers St., New York, is gradually recovering from a long illness. Mr. McHutchison has been away from business for the past eight months, but is now putting in his appearance at the office three times a week, although still under medical treatment.

To The Editor of

THE NATIONAL NURSERYMAN:

JOSEPH MEEHAN

AN APPRECIATION

With the wane of the old year went out a life which as it relates to the profession of horticulture was of inestimable value.

In the death of Joseph Meehan we have lost one of those peculiarly useful men who as they gather knowledge immediately impart it to others.

For several years it was the writer's privilege to be closely associated with Mr. Meehan and like a standard work on our bookshelf one could immediately turn to him for information on any question pertaining to trees and plants.

In fact so much faith did we have in his intimate knowledge of hardy plants that it was quite a proverbial thought in our mind to say "when in doubt consult Uncle Joe" as he was affectionately called by us of a younger generation.

As it is only by continued and intimate association with a person, that we are able to test friendships and discover their inherent traits, so personal contact with Mr. Meehan revealed many sterling qualities of character which all must admire.

Even to the point of severity he had a keen sense of justice and not in one iota could he be swerved, from any principle which in his heart he knew to be right.

Is it not somewhat fitting that Mr. Meehan's life should go out in the last days of the old year, for like the year he had reached his December and had well completed his cycle and after a life full of useful work has gone to rest and sleeps in the bosom of mother earth which in his life he loved so well.

EDWIN MATTHEWS.



# FRENCH FRUIT STOCK

January or February Shipment

FROM VINCENT LEBRETONS NURSERIES, ANGERS, FRANCE

Mahalebs, Myrobolans, Pears, Apples, Mazzard, Quince,

Manetti, Multiflora, etc., all grades

WRITE FOR PRICES—SPECIFYING YOUR REQUIREMENTS.

McHutchison & Co., <sup>The Import</sup> <sub>House</sub> 95 Chambers St., New York

## EVERBEARING STRAWBERRY PLANTS

If you need Everbearing strawberry plants to fill spring orders or if you wish to increase your planting in nurseries, we can supply you with genuine PROGRESSIVE Everbearing plants, guaranteed to be TRUE TO NAME and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties growing in our experimental grounds that are not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out.

THE GARDNER NURSERY CO., Drawer 103, Osage, Iowa.

Native Broad-leaved

## EVERGREENS

ORNAMENTAL TREES,

Shrubs, Vines, Woody and Herbaceous Plants of the Blue Ridge Mountains

Collections to Order in Carload Lots a Specialty

Correspondence solicited from large planters.

Ask for Price List

E. C. ROBBINS, PINEOLA,

Avery County

North Carolina

## CHARLES DETRICHE & SON

ANGERS, FRANCE

Growers and Exporters of Fruit Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs and Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address

JACKSON AND PERKINS COMPANY,

(Sole Agents)

NEWARK

NEW YORK

## Apple Seedlings, Iowa Grown

It will be worth your while to try them. They matured naturally in the ground and are full of vitality. We have all grades. The number one grade of straight and branched are especially fine. We also have a special grade for lining out to bud. Prices and samples on application.

We can also furnish

## APPLE GRAFTS

SJULIN NURSERY CO., <sup>Hamburg</sup> <sub>IOWA</sub>

## Surplus January 1st, 1921:

We shall be pleased to quote prices:

50,000	Peach Trees.
20,000	Sugar Maples—8-10, 10-12 and 12-15 ft.
20,000	Silver Maples—8-10, 10-12 and 12-15 ft.
1,000	Norway Maples, Large size.
500	Pin Oaks, Large Size.
500	Red Oaks, 8-10 ft.
2,000	Magnolia Grandiflora, 2 to 10 ft.
25,000	California Privet and 2-year—18-24, 24-30 inch.
	Also 4 year—4 to 8 ft.

Can use in exchange for the above Shrubs and Evergreens.

## W. T. HOOD & CO.,

Old Dominion Nurseries,

RICHMOND

VIRGINIA

# LABELS FOR NURSERYMEN

THE BENJAMIN CHASE CO.

DERRY, N. H.

When writing to Advertisers please mention the National Nurseryman.



## Obituary.



### JOSEPH MEEHAN

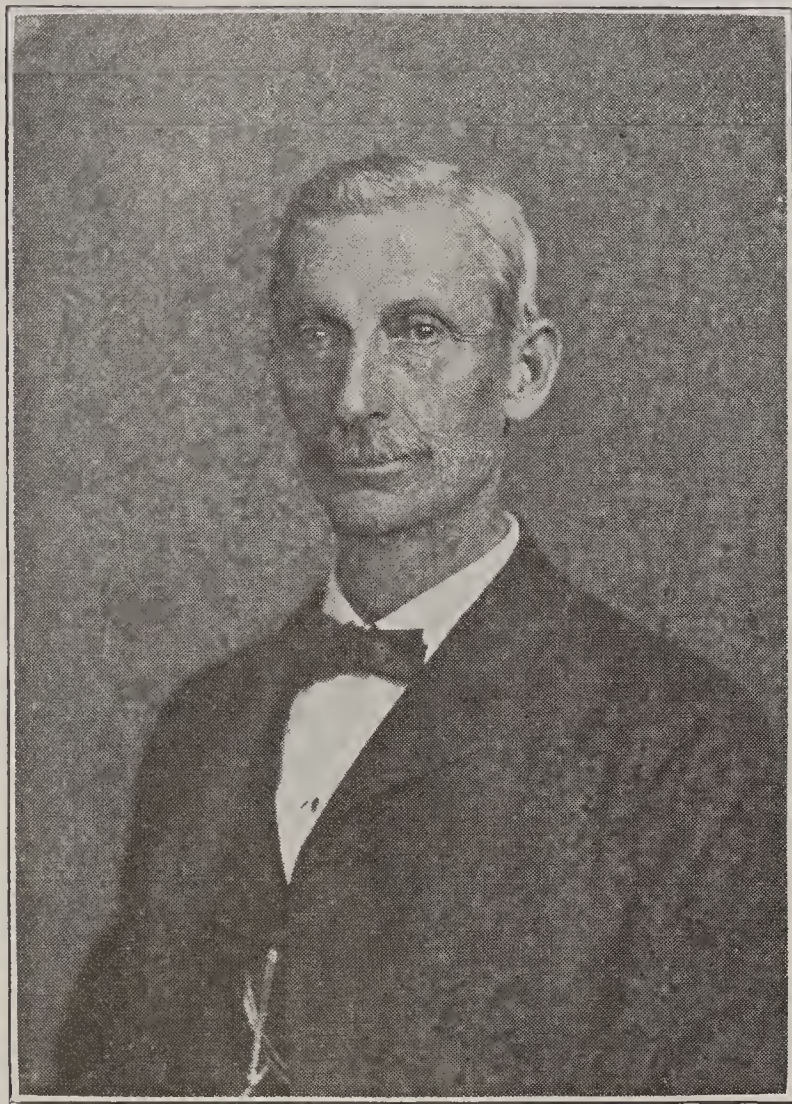
Joseph Meehan died December 23rd, at his home, Germantown, Pa., at the age of 80 years.

The nursery and florist's trades have long been familiar with his writings on horticultural subjects published in the Florist's Exchange, Gardening, Prairie Farmer, Park & Cemetery, Practical Farmer, and a number of other periodicals.

The death of Mr. Meehan marks the passing of the last of the first generation in this country of this well-known family of nurserymen.

Brother to the late Thomas Meehan, founder of the firm of Thomas Meehan and Sons, Germantown, Pa., and uncle of Thomas B. Meehan, Dresher, Pa.

Joseph Meehan came to this country in April, 1859 to



work with his brother soon after the latter had started the nurseries at Germantown and remained with them until he retired from business, a period of 52 years. Mr. Meehan was born at Ryde, Isle of Wight, England, November 9th, 1840, where his father was gardener on the Harcourt Estate for half a century. As a boy he worked under his father and in other gardens including the Kenwood Gardens, London, so that his long life has been spent entirely among plants. It is doubtful if his equal existed, in his knowledge and familiarity with that group usually grown in nurseries and gardens and with the local native flora.

Fortunately through his writings this wonderful

knowledge of and intimate acquaintance with plants will not be entirely lost. It is to be hoped they will be assembled and compiled in book form and not left in their present inaccessible form.

When the Civil War broke out he promptly enlisted in defense of the Union, joining the 118th Pennsylvania Volunteers. He carried a bullet in his shoulder received at Shepherdstown following the battle of Antietam.

He will long be remembered by those who were fortunate enough to be associated with him at the nurseries, who learned to love and respect him to a degree that is rare in such associations.

He was "Uncle Joe" to them all. Ever ready with kindly interest to give of his fund of knowledge, his memory will remain an inspiration of fidelity and loyalty to his profession and to a standard of living that makes its adherents the salt of the earth.

Mr. Meehan is survived by two sons and a daughter: Charles E. Meehan, the well-known wholesale florist, of Philadelphia; A. Rothwell Meehan, and Mrs. George W. Williams.

### JOSEPH MEEHAN

#### AN APPRECIATION

Have you ever met a 24-carat man?

They are rare. To assay any higher they must be of celestial origin. There's lots of alloy, or dross, or whatever you want to call it, in all of us. For this reason we can appreciate the genuine when we travel with it along life's highway.

Joseph Meehan, the horticulturist, the writer; and above all, the man, has left us. His was no projection of the personality of his equally famous and lovable brother Thomas. He reflected no one but himself. He filled his place in the great scheme of things and filled it well.

Over 28 years ago he started in to "make a little gentleman" of the then shy little fellow who today pens these few words of appreciation. He never grew discouraged in his efforts to improve by encouragement the young people whose companionship he sought even until his closing years. His was the fair and unselfish spirit which gave its best to all and played no favorites.

He was clean, he was exact; a fighter for fairness and for the right; a living example of the Golden Rule. The modern idea of sandbagging one's conscience never contaminated him. Things were either right or they were wrong, no half-way measures with him. He might argue over the placing of a comma or semi-colon, but he never argued over doing a good turn.

He was truly a man of the great outdoors. He loved the trees, the plants, the woods and the waters with every fibre of his big body and bigger heart. Until darkness overtook him never a night did he fail to look at the stars and marvel at the infinite. Yet he could see beauty in the clouds as well.

The Great Teacher held out a special reward to those who are meek in spirit. Joseph Meehan was meek, but never lukewarm. He followed out his own independence in thought and actions without trespassing on the feelings of others.

A good comrade and a good soldier has gone; but he has left the world a better place for having lived in it.

CHAS. W. KESSER.



## ROSA MULTIFLORA JAPONICA

**SEEDLINGS, 1 yr. 1-1½, 2-3, 3-4, 4-5, 5-6 m|m.**

Suitable for budding. The smallest size will take the bud.

**SEEDS, unhulled, per pound.**

This is the best stock for budding Roses. Seeds can be shipped at once. Seedlings in early Spring. Write for prices and particulars.

**McHUTCHISON & CO., 95 Chambers St., New York**

### STRAWBERRY PLANTS

Leading standard and Everbearing varieties, let us handle your strawberry plant orders, shipping to you or direct to your customers, using your tags. Our Stock is Grown Right, Packed Right and True to Name. We are located in the largest strawberry center in the world. Would be pleased to quote you.

### BUNTINGS' NURSERIES,

**G. E. Bunting & Sons,  
Selbyville - Delaware**

### P. D. BERRY & SONS

are offering for late winter or early spring, 1921, Spirea Van Houttei, 3 to 4 ft., fine stock. Cuthbert, King, St. Regis, Cumberland, Kansas, Gregg and Plum Farmer Raspberry. Dewberry Tips, Asparagus Roots, etc. Address

**P. D. Berry & Sons,  
159 Haller St., Dayton, Ohio**

### CURRENTS, 1 yr.

Perfection, Wilder, and Fays,  
Also

20 bushel Tenn. Natural **PEACH PITS**

**The Barnes Nursery and Orchard Co.  
Wallingford, Conn.**

### YOU BELIEVE THIS So Do We

The buyer of nursery stock is entitled to receive just as good trees and plants as if they were passed upon by a competent Official State Inspector.

So is the nurseryman who buys from other nurseries.

*Yours for "Growing Satisfaction"*

NEOSHO NURSERIES CO.

Neosho, Mo.

### Don't Buy Your Fruit Tree, Canina Stock, Roses, Etc.,

Before you have seen the special offers from  
The Fruit Tree Stock Specialist

**JAN G. KLOOSTERHUIS,  
Pomona Nurseries Gasselte, Holland**

Our only address  
Established 1894 Cable addr. Kloosterhuis, Gasselte

### NORWAY MAPLES

In car lots only, from one to five inches.

### CALIFORNIA PRIVET

From four to seven feet, specimen plants.  
Extra heavy, for screen and clump planting.

In car lots.

**C. A. BENNETT**

**Robbinsville, N. J.**

## YOU NEED — WE HAVE

- 50,000 LOGANBERRY, first class tip plants
- 35,000 CURRENTS, red and black, 1 yr. No. 1
- 6,000 GOOSEBERRY, Oregon Champion, 1 yr. No. 1
- 20,000 RASPBERRY, Superlative and St. Regis, 1 yr. No. 1
- 250,000 ASPARAGUS, 6 leading sorts, extra fine 1 yr.

All clean stock not subject to quarantine. Shipment anywhere after December 15, except Logans for February shipment. Write for prices.

**CROW'S NURSERIES, Gilroy, Calif.**

When writing to Advertisers please mention the National Nurseryman.



JOSEPH MEEHAN  
AN APPRECIATION

Editor,

NATIONAL NURSERYMAN:

In the death of Joseph Meehan, nurserymen have lost one who did more than any other man to advertise the nursery business. Not that he knew more, perhaps, than some associates of his day but he was an exception to the rule of reticence which characterizes so many skilled gardeners and nurserymen. His writings spread the gospel of hardy trees and shrubs throughout the country, coming as they did from a practical nurseryman of over half a century's experience, were received as authentic and valuable reading by the trade. The same fund of information conveyed in his writings was always available and freely imparted to those around him who sought his advice or evinced an interest in the study of plants. The writer is one of the many who were privileged to work in the same office (Thomas Meehan & Sons) and enjoy and profit by his helpful assistance in tree and shrub lore.

"Uncle" Joe, as we affectionately called him, is now resting in Ivy Hill Cemetery, noted for its liberal plantings of trees and shrubs. As we carried him to his final resting place it seemed as though these very trees and shrubs bid him a cheery welcome to his home among them; there to rest and continue the companionship of his days on earth. It was their turn now to repay him for his tender care; for what he had done in praising their worth and sending them throughout the land to be enjoyed by others. He had been their best friend!

The nursery business is better for having had a Joseph Meehan and so long as men of his type are at the helm it will be a respected and pleasure giving profession.  
SAMUEL NEWMAN BAXTER.

GOT 5000 BU. APPLES FROM 40 ACRE ORCHARD

Proper spraying, pruning, and fertilization are given much credit by state orchard specialists for the size and quality of the 5,000 bushel apple crop this season on the Chestnut Hill Farm seven miles north of Youngstown. Of the 56 in fruit, over 40 acres are in apples.

When D. R. McConnell became manager oof the farm three years ago, it was badly infested with San Jose scale, scab, red bug, and other insect pests and diseases. These not only injured the quality of fruit but seriously threatened the life of the trees. Due to care since that time, the orchard has been declared by a state inspector to be one of the cleanest in the state.

Although the trees had been sprayed previously, the material had not always been applied at the proper time, thoroughly enough, or of the proper mixture to be effective. These points are hobbies of Mr. McConnell. He is convinced that, while insufficient, the dormant and petal-fall sprays thoroughly applied under a pressure of 225 or more pounds, are more profitable than five sprays half done. He never skimps on material. For the first spray he uses five gallons of mixture and for the second, three or four gallons per tree. These amounts are much more than are commonly applied.

An application of nitrate varying from five pounds on the mature trees to one pound on the young trees have

been made for the last season or two. Lighter applications will be made in the future, however, to avoid letting the trees develop at the expense of the fruit.

FREE SEED DISTRIBUTION

A form letter from Henry W. Watson, House of Representatives, U. S., Washington, D. C., states the number of packages of seeds to each member of Congress has been curtailed, and therefore will only be sent upon request.

The free seed distribution idea seems to die hard but it begins to look as if this senseless and unjust custom would be discontinued entirely in the near future.

FOR SALE

FOR SALE—Collected plants and clumps of Rhododendron, Kalmia, Leucothæ, in car lots or less, also seedlings of Rhododendron, Kalmia, Hemlock and Balsam.  
J. B. ANDERSON,  
BLACK MOUNTAIN, N. C.

FOR SALE—Peach, medium and small grades, and ever-bearing Mulberry.  
WANTED—Apple, Pear and Plum scions. Also Grape vines for lining out.  
SMITH BROS., CONCORD, GA.

WANTED

WANTED—Working foreman who understands budding fruit and rose stock and can handle help. Offer permanent job. Good tenement furnished. Reply stating experience, salary wanted, references, etc.  
C. R. BURR & COMPANY, MANCHESTER, CONN.

YOUNG MAN 34 YEARS OLD DESIRES POSITION  
with a reliable, progressive concern. Have had 20 years of practical experience in the propagation and growing of nursery stock. Can successfully handle men.  
References given on request. North Central states preferred.  
Box 849, Care The National Nurseryman

WANTED—Young man having had experience in handling correspondence and as nursery salesman.  
BOBBINK & ATKINS, RUTHERFORD, N. J.

WANTED—Lining out Stock.  
CLARENCE ALDRICH  
Farmington, Mich.

WANTED FOR SPRING 1921  
I am in the market for the following evergreens for lining-out:—Abies, Biota, Cryptomeria, Juniperus, Picea, Pinus, Retinespora, Taxus, Thuya, Tsuga etc. Two to Five year plants preferred.  
JAMES R. GILLIN, Nurseryman, AMBLER, PENNA.



**Retinosporus Pisifera, Squarosa Veitchii**

Per 100 and per 1000

**AUDUBON Nursery, H. Verzaal, Prop., P.O. Box 275, Wilmington, N. C.****LANDSCAPEMEN, NURSERYMEN**

Our new set of Sample Landscape Views will be sent on request. This material is proving very profitable to the firms and Landscapemen. Our Landscape Plate Book is the best thing of its kind for the profession. It's a beauty.

**B. F. CONIGISKY** 229 N. Adams St., Peoria, Ill.

**PEACH PITS**

The Howard -- Hickory Co.

Hickory - - N. C.

**The Bushel Basket Strawberry**

will be grown in every garden and commercial plantation. The best seller, the greatest money maker. Get your agents at work with it. Interesting illustrated circular free.

A. B. KATKAMIER,

MACEDON, N. Y.

**JUNE BUDED PEACH TREES**

All leading commercial sorts

1 YR. APPLE

STRAWBERRY PLANTS

Large supply. Write us.

Chattanooga Nurseries, Chattanooga, Tenn.

For Perennials, Gladiolus, Dahlias and Cannas

Write

**WELLER NURSERIES CO.**

Perennial Specialists,

HOLLAND

MICHIGAN

*We offer to the Trade for Late Fall  
or Early Spring Delivery:-*

COLUMBIAN RASPBERRY TIPS

CONCORD GRAPE, 1 year

No better stock grown. Priced right.

Address: **HARRY W. JOINER Sec'y,**The Associated Plant Growers,  
Lake Co.,**PERRY,****OHIO.**

ESTABLISHED 1866

**NAPERVILLE NURSERIES**

—Growers of—

Trees, Evergreens, Shrubs, Perennials, etc.

Lining Out Stock

NAPERVILLE, ILL.

TELEPHONE, NAPERVILLE No. 1.

**PEACH TREES**Good supply of straight well rooted trees  
STANDARD VARIETIES**W. T. Mitchell and Son**

Beverly - Ohio

Peach and Apple Trees

Raspberry Plants

Shrubs, Climbing Roses

In Surplus, write for prices.

**THE BARNES BROS. NURSERY CO.,**

Yalesville

Conn.

**PRINTING**

Catalogues

Stationery

Business Forms



The Robinson

Publishing Co.

Hatboro, Pa.

Specialists in Nursery Printing

Ask for Prices.

We are the printers of this Magazine

**ST. REGIS RASPBERRY CANES**

1000 BOSTON IVIES, 1 yr. pot grown 21 1/2 inches

300 ENGLISH IVIES, 1 yr. pot grown 21 1/2 inches

250 Budleia Magnifica Var.—"BUTTERFLY BUSH"

1 yr. field grown

**A. J. Humphreys, MT. STERLING****KENTUCKY**

ESTABLISHED 1893

**THE NATIONAL NURSERYMAN**

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.50 per year in advance.

FOREIGN SUBSCRIPTIONS \$2.00 per year in advance.

Advertising Rates on Application

**THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated**

Subscribers to "Nurserymen's Fund for Market Development."

Hatboro, Penna.

When writing to Advertisers please mention the National Nurseryman.



# Bobbink & Atkins

Nurserymen and Florists

Subscribers to "Nurserymen's Fund for Market Development."

## RUTHERFORD, NEW JERSEY

Palms and Greenhouse Stock, Roses, Evergreens  
Trees and Perennials. Bay Trees, Boxwood, Rhododendrons,  
Andromedas, Ericas and Azaleas.  
Send us your want list. Inspect our stock.

"Quaker Quality"

Shades and Shrubs

Seeds, Peach for season 1921

**J. Van Lindley Nursery Co.**

Pomona, N. C.

## SCARFF'S NURSERY

Headquarters for

**Small Fruit Plants**

1200 Acres "At it 25 Years"

We offer for spring 1920 a good assortment of following stock and will be pleased to submit prices on your want list.

Strawberries  
Raspberries  
Blackberries  
Dewberries

Iris  
Privet  
Spirea  
Rhubarb

Asparagus  
Horseradish  
Hardwood cuttings  
Volga Poplar

See wholesale list before placing your order.

**W. N. SCARFF & SONS**  
NEW CARLISLE OHIO

## The Gardeners' Chronicle

(Established 1841)

The BEST and OLDEST horticultural paper in England. Price 6½d per week.

Send for free copy and subscription rates to:—

**The Publishers, 41 Wellington St.**  
W. C. 2, London, England

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Wishing to do business with Europe should send for the  
**"Horticultural Advertiser"**

This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, \$1.00. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

HORTICULTURAL ADVERTISER, Ltd.  
Lowdham, Notts, England

## HORTICULTURE

A Magazine of Trade News and Cultural Information for the NURSEYMAN, FLORIST, SEEDSMAN and GARDENER. A reliable exponent of advanced Trade and Progressive Horticulture.

Published Weekly

SUBSCRIPTION \$1.00 PER YEAR

Horticulture Publishing Co.  
147 Summer St. Boston, Mass.

## RAFFIA

Arrow Brand XX Superior Brand  
Red Star Brand AA West Coast Brand

Colored Raffia in 20 colors

**Bamboo Stakes, Dutch Bulbs, Hardy Lily Bulbs**

Write for prices specifically stating requirements

**McHUTCHISON & CO., 95 Chambers St., New York**

A Fine Stock of

**Norway Maple, Silver Maple, European Sycamore**

and other Ornamental Trees in All Sizes

A beautiful lot of CUT LEAF BIRCH 8-10 ft. and 10-12 ft.

Hardy Shrubs of all kinds

Also a limited supply of Fruit Trees and Small Fruit Plants.

**T. B. WEST**

**Maple Bend Nursery Perry, Ohio**

## TO THE TRADE ONLY

A general assortment of nursery stock for delivery Fall 1920 or Spring 1921.

We also have some fine blocks of Peach Seedlings, a portion of which we offer to bud on contract for delivery fall 1921. Correspondence invited.

Headquarters for Nursery Supplies

**Portland Wholesale Nursery Co.**

122½ GRAND AVENUE PORTLAND, OREGON

### TREES

Largest assortment in New England. Evergreens, deciduous trees, both common and rarer varieties. Sturdy, choice stock that can be depended upon. Send for catalog and special trade prices.

**The Bay State Nurseries**  
North Abington  
Mass.

### SHRUBS

This New England soil and climate produce fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists let us est.



# FRAMINGHAM QUALITY NURSERY STOCK

for

## YOUR RETAIL TRADE

We grow the grade of evergreens, trees, shrubs and vines that will bring repeat orders from your customers.

Now is the time to prepare for Spring business. Make us a visit. Inspect our stock and reserve what you require for Spring shipment.

**Framingham Nurseries**  
FRAMINGHAM  
MASS.

## FRUIT TREE STOCKS

We have to offer, the leading sorts of **FRUIT TREE STOCKS**: such as:

Apples, Cherry, Mahaleb, Pear, Plum, Paradise Quince, etc.,

Also the best lines of **ROSE STOCKS** such as:

Manetti, Grifferaie, Multiflora seedlings, Laxa, Dog Rose. etc.

Our catalogue quoting the lowest prices for these stocks will be sent on demand.

**E. TURBAT & CO., Nurserymen**  
Orleans, France

## HILL'S EVERGREENS

Since 1855

For Fall 1920 and Spring 1921 delivery we have a large stock of choice and rare varieties of Evergreens for nursery planting. We also have a good supply of Deciduous Trees and Shrub stock for lining out. Careful packing given special attention. Trade List for Nurserymen only is now ready.

**The D. Hill Nursery Co., INC.**

Evergreen Specialist---Largest Growers in America

Box 401.

Dundee, Illinois.

# NURSERY BANDS

Manufacturers of

## STEEL BOX STRAPPING

FOR

## NURSERY PURPOSES

**SPECIAL OFFER**—We offer all or any part of an accumulation of long Nursery Bands one inch in width and sixty inches to one hundred and twenty inches in length, at a reduction of twenty dollars a ton. This offer holds good until stock is disposed of.

WRITE US

COVERING YOUR WANTS IN STEEL BANDS

**American Steel Band Co.,**

888 Progress Street,

ALLEGHENY, PA.

## LINING OUT STOCK

DEMAND . . . . . Great

SUPPLY . . . . . Limited

Send for list at once  
and order promptly.

**THOMAS B. MEEHAN CO.**

Wholesale Nurserymen,

Dresher, - Penna.

**Peonies** A SPECIALTY  
The cream of 1200 sorts

Some extra new ones

**THE WORLD'S BEST!**

Eighteen Acres

Write for our List

Cannas, Dahlias and Gladioli

**C. BETSCHER, Dover, O., U. S. A.**





# Harrisons' Specimen Evergreens

## SPECIMEN EVERGREENS

20	Spruce, Kusters Blue	10	ft.	50	Arborvitae, Fernlike	7	ft.	50	Retinospora, Golden Peafruted	8	ft.
50	" " "	9	ft.	50	" " "	6	ft.	50	" " "	7 1/2	ft.
200	" " "	8	ft.	100	Cedar, Blue Virginia	7	ft.	100	" " "	7	ft.
200	" " "	7 1/2	ft.	100	" " "	6 1/2	ft.	100	" " "	6	ft.
200	" " "	7	ft.	100	" " "	6	ft.	100	" " "	6	ft.
3	Spruce, Colorado Blue	12	ft.	10	Cedar, Indian	15	ft.	200	Retinospora, Jap. Peafruted	6	ft.
10	" " "	10	ft.	10	" " "	12	ft.	200	" " "	5 1/2	ft.
100	" " "	9	ft.	10	" " "	10	ft.	200	" " "	5	ft.
200	" " "	8	ft.	200	Cedar, Red	8	ft.	300	" " "	4 1/2	ft.
300	" " "	7	ft.	300	" " "	7 1/2	ft.	300	" " "	4 1/2	ft.
300	" " "	6	ft.	300	" " "	7	ft.	300	" " "	4 1/2	ft.
20	Spruce, Colorado Green	9	ft.	300	" " "	6	ft.	300	Ret. Japanese Plume Like	6	ft.
40	" " "	8	ft.	3	Cypress, Glory of Boskoop	12	ft.	400	" " "	5 1/2	ft.
40	" " "	7	ft.	3	" " "	15	ft.	300	" " "	5	ft.
40	" " "	6	ft.	15	Fir, Cephalonian	10	ft.	300	" " "	4 1/2	ft.
500	Spruce, Norway	12	ft.	20	" " "	9	ft.	300	" " "	4 1/2	ft.
600	" " "	10	ft.	50	" " "	8	ft.	300	Ret. Japanese Golden Plumelike	8	ft.
1200	" " "	9	ft.	50	" " "	7	ft.	300	" " "	7 1/2	ft.
2400	" " "	8	ft.	50	" " "	6	ft.	300	" " "	7	ft.
2400	" " "	7	ft.	300	Fir, Nordmans	6	ft.	300	" " "	6 1/2	ft.
1200	" " "	6	ft.	400	" " "	5 1/2	ft.	300	" " "	6 1/2	ft.
75	Spruce, White	16	ft.	300	" " "	5	ft.	400	Ret. Japanese Thread Like	6	ft.
75	" " "	14	ft.	300	" " "	4	ft.	400	" " "	5 1/2	ft.
8	Spruce, Douglas	10	ft.	300	Canadian Hemlock	8	ft.	300	" " "	5	ft.
100	" " "	7	ft.	300	" " "	7 1/2	ft.	300	" " "	4 1/2	ft.
100	" " "	6	ft.	400	" " "	7	ft.	300	" " "	4 1/2	ft.
50	Spruce, Oriental	5	ft.	300	" " "	6	ft.	300	" " "	4 1/2	ft.
50	" " "	4	ft.	500	" " "	6	ft.	300	" " "	4 1/2	ft.
300	Arborvitae, American	10	ft.	100	Juniper, Schotts	6	ft.	20	Retinospora, Sulphur Tinted	5	ft.
600	" " "	9	ft.	20	Pine, Austrian	10	ft.	20	" " "	4	ft.
900	" " "	8 1/2	ft.	50	" " "	8	ft.	300	Retinospora Veitch's Japanese	8	ft.
1800	" " "	8	ft.	150	" " "	6 1/2	ft.	300	" " "	7 1/2	ft.
3600	" " "	7 1/2	ft.	250	" " "	5 1/2	ft.	300	" " "	7	ft.
1800	" " "	7	ft.	300	" " "	4 1/2	ft.	300	" " "	6 1/2	ft.
900	" " "	6	ft.	20	Pine, Scotch	8	ft.	300	" " "	6 1/2	ft.
1000	Arborvitae, Chinese	9	ft.	20	" " "	7	ft.	300	" " "	6 1/2	ft.
1000	" " "	8	ft.	20	" " "	7	ft.	300	" " "	6 1/2	ft.
1500	" " "	7	ft.	50	Pine, White	4	ft.	50	Retinospora, Japanese Graceful	7	ft.
1000	" " "	6	ft.	150	" " "	3 1/2	ft.	50	" " "	6	ft.

# HARRISONS' NURSERIES

J. G. HARRISON & SONS

Berlin,

Maryland





# THE NATIONAL NURSERYMAN

FEBRUARY 1921



Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
Cuthbert Raspberries  
Spiraea Van Houtte  
Other Ornamentals  
Shrubs

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**  
Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons CO.'s Celebrated  
Graft and Stock Planter and Firmer

## APPLE SEEDLINGS

We offer a fine lot of well matured Apple Seedlings, dug late after they were well ripened.

They are of strong caliper, and full of life and vigor. We guarantee they will please you.

### GRADES

$\frac{3}{16}$  and up straight or branched

$\frac{1}{4}$  inch and up straight or branched

$\frac{3}{16}$  to  $\frac{3}{16}$ , strong grade, straight or branched

Mahaleb, French Pear, Manetti, Multiflora and Rugosa Rose Stocks.

A large stock of Forest Tree Seedlings.

ROSES—Hybrid Tea and Hybrid Perpetual, mostly on own roots.

Send us your list of wants. Ask for winter trade list.

**Mount Arbor Nurseries,**  
E. S. WELCH, President.

130 Center St., Shenandoah, Iowa

Subscribers to "Nurserymen's Fund for Market Development."

## Strawberry Plants Everbearing and Standard

From November 1 to May 1

We can supply you healthy true-to-name, well-rooted plants. Fresh dug every day. Can ship to you or direct to your customers. Let us handle your Strawberry plant business this year. Our plants please our customers. They will please yours. Write for trade prices.

**The W. F. Allen Company**  
Strawberry Specialists,

Salisbury,



Maryland

## ARE YOU YOU MUST BE

Reading our Bulletins which are moving frequently thruout the season. Never have we had such a strong demand for all kinds of stock as we had in the two dull months of November and December.

MR. SPRING BUYER right now place your order and keep in touch with us on the following:

APPLES—A good list of varieties. Many of the scarce sorts.

PEARS—General assortment—strong on Bartlett.

PLUMS—"Jap" budded on peach, right prices.

PEACHES—Surplus of Carman, Champion, Early Elberta, Elberta.

H. P. ROSES AND CLIMBERS in strong grades, No. 1, No. 1 $\frac{1}{2}$  and No. 2.

ORNAMENTAL SHRUBS—General assortment.

AMPELOPSIS VEITCHII—2 year No. 1 and 1 year No. 1 planting stock.

ASPARAGUS ROOTS

BARBERRY THUNBERGII Seedlings—Largest stock in the world.

BARBERRY THUNBERGII—3 year  $\frac{3}{8}$  ft., 1 $\frac{1}{4}$  in., 18 in., 1 $\frac{1}{2}$  in.

CALIFORNIA PRIVET—2 year well branched,  $\frac{3}{4}$  ft. and  $\frac{3}{8}$  ft.

Imported fruit and rose stock, quoted f. o. b. Manchester.

FRENCH APPLES—No. 1 grade  $\frac{1}{2}$ .

FRENCH MANETTI— $\frac{3}{8}$ ; ENGLISH MANETTI— $\frac{3}{8}$

Write for bulletin giving full quantities and prices.

**C. R. BURR & COMPANY**  
Manchester, Conn.



The  
Preferred  
Stock



The  
Preferred  
Stock

## WADE IN

and prepare yourself now with a supply of stock that will equip you for doing a large business the coming spring. History proves that nurserymen have prospered when other lines were slack. Stick a pin in that and don't forget it.

Business is good; all lines are moving. Some stock is very scarce; other articles will be before spring.

Our Bulletins will be issued at frequent intervals throughout the balance of the season. If you are not on our mailing list, write us. If we don't know you we want to. We are growers of high grade stock for the wholesale trade only.

### Jackson & Perkins Company

Newark, - - - New York State.

February 1st, 1921.

The  
Preferred  
Stock

The  
Preferred  
Stock

## EVERGREENS

Seedlings—Transplants—

Cuttings grown under glass

### MILLIONS OF THEM

Arborvitae—American  
Arborvitae—Compacta  
Arborvitae—Douglas Golden  
Arborvitae—Hoveys Golden  
Arborvitae—Pyramidalis  
Arborvitae—Siberian  
Arborvitae—Tom Thumb  
Arborvitae—Orientalis  
Arborvitae—Globosa  
Pine—Austrian  
Pine—Jack  
Pine—Pitch  
Pinus Flexilis  
Pinus Ponderosa

Pine—Scotch  
Pine—White  
Pinus Densifolia  
Spruce—Colorado Blue  
Spruce—Douglas  
Spruce—Englemans  
Spruce—Norway  
Spruce—Red  
Juniper—Irish  
Juniper—Sabina  
Juniper—Tamariscifolia  
Juniper—Monosperma  
Retinespora Pisefera  
Retinispora Plumosa

Also a list of Apple, Shade Trees, Hedge Plants, Shrubs, Vines, and Peonys.

Send for our latest Wholesale List.

### Sherman Nursery Co.

Charles City, Iowa

We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

COLLECTORS OF TREE SEEDS

==

THE

North-Eastern Forestry Co.

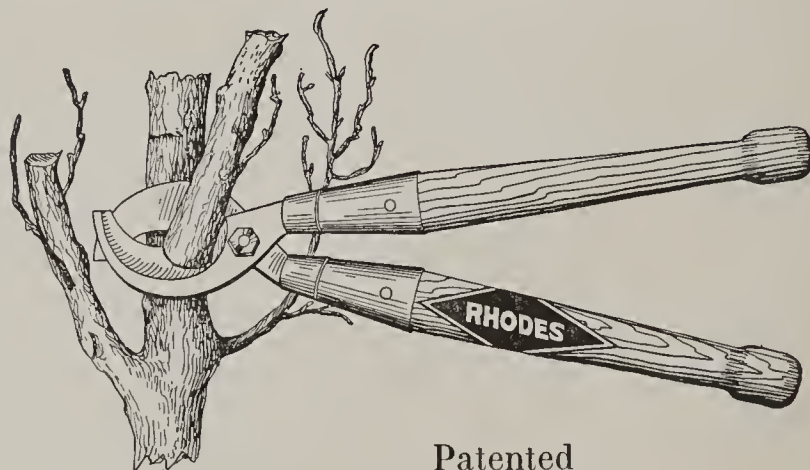
CHESHIRE

...Connecticut...

Subscribers to "Nurserymen's Fund for Market Development."

## RHODES DOUBLE .. CUT .. PRUNING SHEARS

In Use Throughout the World



Patented

The finest cutting and best made pruner on the market and the only one that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes.

They are advertised in all the leading journals throughout the country and will prove a profitable line for you to handle. All goods delivered.

Send for circular and trade discounts.

**Rhodes Mfg., Co.** 524 S. Division Avenue,  
Grand Rapids, Mich.



# PAINESVILLE NURSERIES



## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

Subscribers to "Nurserymen's Fund for Market Development."





We have some very fine two year old plants of the following Roses—grown from cuttings—to offer the trade—Let us quote on your needs.

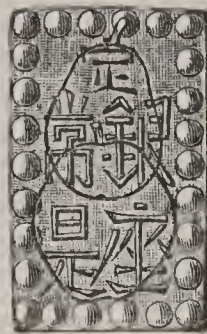
**ROSES:**

American Pillar  
Baltimore Belle  
Blue Rambler  
Crimson Rambler  
Dorothy Perkins  
Philadelphia Rambler  
Pink Rambler  
White Rambler

Cut Leaf Weeping Birch 8-10 ft. and 10-12 ft. grades.  
Black Locust 4- 6 ft. and 6- 8 ft. grades.  
Carolina Poplars 4- 6 ft. and 6- 8 ft. grades.

**Oregon Nursery Company**  
ORENCO, - OREGON

## Heikes—Huntsville—Trees



Now is a good time to check up your needs in all kinds of stock and cover your shorts.

We have just completed our counts and can state our actual surplus of PEACH, PEAR, PLUM, APRICOT, etc. Our peach this year are hard to beat; they are splendid trees in assorted grades and standard varieties. The pear are nice, stocky, one-year trees and are sure to please the most critical.

We still have a good assortment of SHADES, SHRUBS, PRIVETS, JUNIPERS and other CONIFERS.

Our surplus list is now ready. Write for your copy.

All of the stock can be shipped quickly or held until later. Special attention to large orders BUT we can also give the small buyer REAL SERVICE.

The stock is all of our own growing.

**THE HUNTSVILLE WHOLESALE NURSERIES, INC.,**  
HUNTSVILLE, ALA.

## A Complete Line

We still have unsold a good assortment of Fruit Trees, Small Fruits and Hybrid Tea Roses.

Large Supply of  
**Ornamental Trees, Shrubs,**  
**Perennials,**  
**Vines, Evergreens.**

**W. & T. SMITH COMPANY**  
GENEVA, N. Y.

74 Years

1000 Acres

Subscribers to "Nurserymen's Fund for Market Development."

## A Complete Variety of Nursery Stock



60000

Norway and American Elm  
fine stock in car load lots or less



**C. M. Hobbs & Son**  
**BRIDGEPORT - - Indiana**



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXIX.

HATBORO, PENNA., FEBRUARY 1921

No. 2

## Salesmen, the Greatest Asset to the Nursery Business

*By Michael R. Cashman, Owatonna, Minn.*

There is no greater force for development in any line of business in America today than salesmanship—it is salesmanship that usually measures the progress and success of any firm or organization handling products necessary for food or the construction of industries. Men go into business for the primary reason of making money, they either manufacture their line or they buy it and in turn undertake to sell it to the public at a margin of profit sufficiently large to not only pay their overhead and initial expense, but also to secure a margin of profit sufficiently large to not only pay their overhead and initial expense, but also to secure a margin of profit for reserve. The supply in ordinary times is always ample but the demand is materially influenced by substantial and efficient methods of selling.

There are many products finding ready market in this country today that a few years ago were scarcely known and unprofitably produced on account of a poor market. We cannot say that such products are of any more value or have become any more a necessity, consequently we must attribute the increased demand for them to more efficient methods of selling. Necessity is stated to be the mother of invention—we admit that it is, but in this generation we more often find invention the mother of necessity. Primitive living demands only enough food to sustain life, but 20th century living brought about by salesmanship demands scientific feeding, elegant clothing, palatial housing with every comfort and convenience conceived by the mind of man for our daily accommodation.

Great changes have been wrought during the past decade and today we stand convinced that we have been sold our habits, our customs and our extravagant tastes; we have even been sold our religion for the preachers of the gospel are salesmen and their greatness and salary is measured by the effectiveness of their salesmanship. The teachers in our public schools are salesmen and mold the minds and characters of our future citizens. Our lecturers, public speakers, editors and politicians are all salesmen contributing either in a good or bad way toward molding public sentiment. Salesmanship is the potent factor not only in shaping our destiny but also in developing the business of the world.

The nursery business is no exception in the requirement of salesmanship, in fact, the nurserymen are wholly dependent upon the success of well organized selling campaigns for the marketing of their product. We have not often been confronted with an under-production of horticultural stocks, but we have very often found the market over-supplied and the demand insuf-

ficient to absorb the surplus. I feel sure that the matter of production is not the problem confronting the nursery business today and production can be effected only by the energies expended in the marketing of our product. Nurserymen have been concerned in market development for sometime past and we have every reason to expect that through the combined efforts of growers and dealers, nursery sales will be materially enlarged.

*Most Effective Selling Methods:* Many retail nurserymen depend entirely upon publicity and a catalog through which to sell their product, while others use traveling salesmen with both liberal or limited publicity as the case may be. Both methods employ salesmanship and we have examples of success and failure in each, but my observation leads me to believe that a personal interview with a prospective buyer is unquestionably the most effective method of getting business. The salesman on the ground has all the advantage in putting over a sale, he is there to answer all questions and comply with all requirements—not only that, but his personal influence if he has proper salesmanship qualifications usually results in a larger order than the purchaser originally intended to buy.

The traveling salesman brings the nurseryman and the buyer in closer contact and if he is the right kind, he establishes a friendly relation that creates more and increased business year after year. A satisfied customer is usually pleased to have the salesman make his annual call and very seldom refuses to give another order that would not be given were it not for the fact that the salesman made a personal visit. The traveling salesman makes a thorough house-to-house canvass in the territory he is assigned to and by intelligent arguments used in his canvass, creates a more lasting impression in favor of fruit-growing and ornamental planting than could possibly be done in any other manner.

I do not mean to imply that the personal interview would not be augmented by newspaper or other publicity, but I can safely say without fear of contradiction that the salesman on the ground not only dispels all hesitation on the part of the buyer to give an order, but he usually enlarges it very materially over the original quantity the purchaser planned to buy. There are thousands of orchards, groves and landscape plantings flourishing in all sections of the country that would never have been planted were it not for the traveling salesman. The salesman is really the main avenue of output for nursery products. Sometimes he fails to make a sale, but often where he fails to secure an order, he creates a demand for fruit trees or ornamental stock that results



in an order being sent by mail to a catalog or mail order concern.

The traveling salesman has come in for a great deal of abuse and ridicule from many sources, but if you study the cause, you will discover that the fellow with the hammer usually has advertising space to sell or conducts a mail order house with no agent. A great deal of complaint is also made against traveling agents because stock arrived in poor condition or failed to grow and sometimes proved untrue to name, but if this is analyzed it will be readily seen that the agent was not the one to blame. A salesman cannot purify the methods and policies of his concern or employer, although he has often been compelled to shoulder the blame and abuse that rightfully belonged to the nursery which he represented. Retail men have been endeavoring to improve the class of salesmen that they employ, and the present day salesmen employed in the nursery business I believe will compare in character and business ability very favorably with those engaged in other lines. Put your nursery business on the same standard of ethics and practice that those engaged in other lines have done, and you will have no trouble in securing a type of salesmen that will be a credit to the business. We need publicity to sell our wares, but above all, we need the traveling salesman for without him we perish.

It is irritating to note the attitude displayed by many of our high class farm papers toward the "nursery agent" as he is called; they never say anything good about him and hold out no encouragement to any bright young man contemplating taking up the selling of nursery stock as an occupation. The nursery agent, in their opinion, is a black-leg and the business is not elevating; he is pictured as a liar, a confidence-man, a holdup artist, in fact, anything but a gentleman. Why is this—is there any reason for it? Perhaps in olden days the character of the average nursery salesman might have been questioned. I have heard many derogatory stories about the pioneer nursery agent, but those fellows are not with us now. Nurserymen are just as anxious to employ energetic and competent salesmen, who will build up their business among their customers, as they are to employ competent men in the office or in the growing department. Honesty and efficiency are the cornerstones for any successful business and nurserymen realize that these virtues are just as essential in the sales department as they are in any other.

I have had considerable experience with nursery salesmen and I have found that the man who produces the greatest volume of business is the salesman who takes pride in serving his customers honestly. Why should not the nursery business be as attractive to a young man looking for a position as salesman as any other line? I believe it should be, and more so, for the nursery salesman is the means of causing more fruit to be produced, more beauty to be added to the home through the planting of trees and shrubs, all of which makes a community a better place in which to live. More attention has been given to the production of valuable fruits, beautiful shrubs and trees than has been employed in the dissemination and distribution of them to the public, but if the nursery business is to expand, the traveling salesman must come in for more encouragement and more protection.

The past two years has brought about a higher degree of standardization in prices and values, which of course, is encouraging from a retailer's standpoint, and if standards are maintained with honest values as they are in most other lines of trade, it will result in attracting more high-class salesmen, which means more planting by the public.

I have studied the methods employed by both big and small business in regard to the successful distribution of their goods, and I have observed that regardless of publicity, regardless of the public demand for everyday necessities and non-essentials that the last trump card to be played in the making of a deal big or small is to send a man direct to the buyer to secure if possible his name on the dotted line.

Every man within the hearing of my voice has expended from \$100 to perhaps several thousand dollars during the past year for something that he would not have purchased if some salesman had not visited him and sold it to him. I might mention hundreds of great companies and corporations, many of whom have a monopoly of the goods that they manufacture, all of them buying expensive space in newspapers, periodicals and magazines, but they all employ traveling salesmen who sell the greatest part of their output.

Gentlemen, the future success of our business depends entirely upon making the nursery agent's job an attractive and honorable profession. We must protect him by standardizing our prices, improving our methods and by eliminating every questionable practice that can possibly exist in the nursery business. We need the nursery salesman, he is our one and only hope. Build your business around him and it will be a success.

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#### PENNA. NURSERYMEN MEET

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The annual meeting of the Pennsylvania Nurserymen's Association was held at Harrisburg, Pa., on Thursday January 27th.

Through the courtesy of Mr. Klugh of the Department of Agriculture, a dinner was arranged to be served at the Elk's Club at 1 p. m. to the visiting nurserymen, after which they met in executive session at the Y. M. C. A. building.

The meeting was opened by Robert Pyle, the president of the Association.

The meeting was well attended by the members and in many cases there were several representatives from one firm.

At the executive session routine business was transacted; reports of the Secretary and Treasurer were read and the chairmen of the Executive and Legislative committees gave verbal reports of the activities of the committees since the last yearly meeting.

Wm. Worrell Wagner of the Overbrook Nurseries and Thomas J. Lane, Dresher, Pa., were new members elected.

The following officers were elected: President, Albert F. Meehan, Dresher, Pa.; Vice President, B. F. Barr, Lancaster, Pa.; Secretary, Henry T. Moon, Morrisville, Pa.; Treasurer, Thomas Rakestraw, Kennett Square,



Pa. Members of the Legislative and the Executive committees were also elected.

A resolution was offered and adopted by a rising vote, thanking Mr. Klugh, the Elk's Club, and the Y. M. C. A. for courtesies extended to the Association.

At the close of the executive session, the doors were opened and many visitors as well as the nurserymen listened to a talk by Adolf Muller, Norristown, Pa., on an extended hunting trip which he made in the late summer to Alaska, including the Yukon.

## Trustworthy Trees and Plants

A questionnaire sent to members of the American Association of Nurserymen by the Market Development Committee asking if they use the trademark on their literature or stationery, indicates sentiment in favor of the trademark is not by any means established.

It is no easy matter to get a large body of men with many diversified interests such as make up the American Association to agree on any proposition and differences of opinion must be expected.

Let us look into the reason for the trademark and the causes which led to its adoption.

Some might say it was in the place of a slogan to which the national advertising might be tied so as to particularly benefit those furnishing the funds, namely to the members of the American Association. There was, however, another cause, the charge of untrustworthiness against nurserymen in general, by the press, perhaps some minor government officials, and individuals.

Did not the prodding of these noisy individuals throw us off our balance and bring forth something that as a body the nurserymen do not feel like supporting?

We make no exception to any trade or profession, whether it be the ministry, law, medicine, manufacturing, building, or any other craft. The nursery business is as clean and honest as any, and a good deal more beneficial to human society than many.

When a few noisy individuals charged dishonesty, we should have realized how ridiculous it would have been for them to have accused the nursery business of being entirely composed of honest men who could do no wrong.

The muckrakers, narrow minds, and biased interests were not to blame, as much as that sober, deliberate body of men in convention assembled for being rushed off their base into a scheme to standardize the members of the Association, as well as the products they grow and sell.

It would not be so bad if absolute standards could be fixed or if there was even a clearly defined code of ethics for the nurserymen and a properly functioning court to sit in judgment on all offenders.

Each member is a law unto himself as to the policy under which he will run his business.

If there is one thing a business house is jealous of it is its reputation. It may have been guilty of shady transactions that would have no bearing on the matter; the last thing they want to do is to feel even morally responsible for someone else. It is bad psychology to expect them to do it. We never have quite the same confidence in others as we have in ourselves in such matters.

Every nursery firm that has been in business for any length of time has in its own correspondence files proof of the impracticability of being responsible for any other firm. The most any one could do would be to say "I have every confidence in Messrs. Tree and Shrub as being honest."

While all merchandising is governed by the same laws, the products of the nursery cannot be brought under them for obvious reasons.

When they are sold they have to have an operation which endangers their life, in which three parties act a part and are mutually responsible, the grower who digs and packs, the transporter, and the planter, any one of which can queer the transaction. How are we going to apply the trademark to them all?

Then again, nursery products cannot be standardized to the degree understood by the lay mind. Even when size, caliper, number of stems, parentage, age, number of times transplanted, correct botanical name, common name, how propagated, etc., be given, there may still be room for complaint the nurseryman is a crook, because they were not as good as the ones bought last year or from some other source, or because they died.

The retail purchaser will only have one test of Trustworthiness and that will be "Did the plants and trees live and thrive?"

There is only one standard of action for a nurseryman and that is for the individual firm to win the confidence of his customer and deserve it.

An association trademark will not do this.

When you come to think of it all trees and plants are trustworthy.

Whoever planted a Seckel Pear and got anything but Seckel Pears from it, or a Festiva Maxima Paeonia and got anything else but those large white flowers occasionally flecked with crimson?

These scientific advertising men who are so fond of using the word psychology tell us that suggestion is a great force in advertising.

Our trademark was born under unfortunate circumstances, and perhaps carries with it a suggestion of crooked dealings that inspired its birth. It looks perfectly innocent, but to talk honestly, suggests dishonesty.

We all feel a little dubious about a person who voluntarily tells us he is honest and one group of nurserymen advertising they are honest implies there are some who are not.

Is it good advertising to raise a doubt in the customer's mind?

We acted in good faith; we were anxious to allay the fears that were already there, and maybe are succeeding in keeping them alive.

That is what we get by being so selfish, trying to advertise only those trees and plants grown and sold by members of the National Association.

Would it not be better to suggest to the whole country through our national advertising that

**WE MAKE THE DESERT SMILE**

rather than try to develop a market by telling the people of an association whose members supply trustworthy trees and plants?



## PACKING

Packing is one of the big unsolved problems of the nursery business. Even in local deliveries where the nurseryman's own wagon or truck delivers the stock to the purchaser, there is much room for improvement.

Some container or some method of protection whereby the tree, plant or shrub could be delivered so it would come to no harm if it were left unattended to for several days, is perhaps the ideal theory, and the nearer it could be approached the better it would be.

Take truck deliveries for instance, of the retail orders. Goods are often delivered with roots exposed. While they may be covered and protected while on a truck, delivering them at the residence with bare roots on a windy, dry day, perhaps to someone who does not know the proper care, is likely to very materially injure them.

For local deliveries by truck, it is seldom the nurseryman goes to the trouble of separately tying or baling or boxing each delivery, yet would not such a method be worth while?

In the case of evergreens, as they are dug with a ball and individually burlapped, there is considerable more satisfaction in handling them. Why could not this plan be followed with trees, shrubs, and other plants? While it would not be feasible to dig with a ball, each plant as dug could have its roots tied up with moss or some such material as would keep it in shape until it could be put in the ground.

Packing and shipping by freight and express is fairly well brought down to a science in first class nurseries. They turn out boxes and bales that are a credit to the workman, and the stock arrives as fresh and in as good condition as when it was first taken out of the ground. It only needs proper handling at destination to practically insure success.

The big problem is to make nursery stock so easily procured, that it will become as much a habit to buy plants for the yard as it is for people to buy things to decorate the interior of their house.

Too many nurserymen take the stand that as soon as they have dug up a good tree and delivered it their responsibility ceases. They expect the planter to have all the knowledge necessary for its future handling and care. This is a very poor stand to take, and is one which will not co-operate with the market development idea.

We note in other lines, such as foodstuffs, what wonderful strides have been made in the method of packing, and in the carriers which have so tremendously increased their popularity. Would it not be wise for the retail nurseryman especially to concentrate on the subject, with the idea of improving the distribution of his products, as well as the growing and the popularizing of the demand?

It would be a great thing when the gardening fever begins to be prevalent in spring, if Mr. Suburb could drop into a store or nursery warehouse, or other distributing point, and carry away with him plants properly packed, without having to wait for them to be done up, or having to leave an order for them to be delivered some time when it would be convenient for him to plant.

Most plants, especially when in a dormant condition, lend themselves to handling in such a way. They can be kept out of the ground for a reasonable length of time provided their roots are properly protected, or the same

conditions created around them as exist when they are in the soil.

In other words, it means keeping them a little moist, and the air away from them. It may be that the real solution will be the retail distributors who will purchase the stock from the grower and then pack them in such way as they can be readily distributed to the retail buyer in ones, twos or such quantity as the customer desires.

Most nurseries are planned along the line of selling things in quantity. Most retail purchasers are more apt to order things by the single unit.

There are many difficulties in the way, but none that are insurmountable.

There was a time and it is not very ancient history when perishable foodstuffs could only be gotten under certain conditions, until the packing houses and distributing agencies got busy and made staples of them in daily use for everyone.

It was not the farmer, fruit grower, or producer that accomplished the seeming impossible with other lines of perishable goods, but the selling or distributing agencies.

Shall we have to look to the middleman to make it as easy for the planter to buy a dormant rose that will grow as a quart of milk or a box of cherries?

## REPLACING TREES

The Stark Bros. Nurseries and Orchards Company, Louisiana, Mo., have taken a bold step in relation to the custom of replacing stock that fails to live.

They publish in their lists the following statement:—

"We do not replace stock that fails to live. Possible neglect of the planter and unavoidable climatic conditions prevent our guaranteeing our plants to live. We deliver the stock to transportation company in good condition; our responsibility ends there.

If the stock is damaged in transit, claim for damages should be promptly made on transportation company."

The subject of replacement has always been an irritating one and most nurserymen have had rather a loose policy in regard to it, some giving a guarantee of replacement for the purpose of getting business or through fear of losing a customer, others offering to replace failures at a 50% reduction.

Whatever policy the individual nurseryman may adopt in relation to the subject, it should be one that does not bring discredit to the trade, or work to the disadvantage of his brother nurseryman.

The conditions of sale as outlined by Stark Bros. are fairly well followed in deals between nurserymen, but it is when shipping to the retail customer the rule goes to pieces. It is not easy to stand by the theory that the goods become the property of the purchaser the moment the bill of lading is made out.

The nurseryman shipping a large bill of goods to the retail customer is distinctly at a disadvantage when he receives a letter stating, "The plants received from you do not look as if they were going to live I shall withhold payment until I see how they will turn out. Of course the nurseryman feels like fighting him with his fists and through the law up to the supreme court if necessary to



collect the bill, but he needs the money and compromises as best he may.

There are many sides to the subject and one cannot altogether condemn the nurseryman who uses the replacement policy with which to build his business, but he should in fairness to the trade make it clearly understood to his customers that his price is higher and includes insurance of continued life of the plant.

In debating the subject it is claimed there is no more sense in a nurseryman agreeing to replace trees if they die, than for a farmer to replace hogs if they die after they are sold and delivered.

Unfortunately this is not a parallel. Plants that are dug out of the ground have undergone what might be termed an operation that does to a certain extent endanger their life.

Who should assume the risk? Naturally the purchaser.

It is really up to the trade to get together and educate the planting public that theirs is the risk.

A bold statement of policy to be strictly adhered to such as adopted by Stark Bros., carries with it severe obligations to have their stock in such condition as to be beyond criticism and their packing of the best, but beyond this it is the most sensible equitable and after all will in the end appeal strongest to the sense of fair play in the majority of purchasers.

### THE AMERICAN HOLLY

Of the many evergreens that dominated the Garden flora of former days, the holly is the only representative genus that has withstood the smoky atmosphere of St. Louis. The main garden still retains the original groups and individual specimens planted by Mr. Shaw, and while the foliage and berries are darker than plants grown in the country, due to discoloration by smoke, the trees are in a remarkably healthy condition. For a city evergreen the holly is therefore recommended above all other evergreens on account of its smoke-resisting quality.

The American holly, *Ilex opaca*, is a slow-growing plant found in varied kinds of soil. In the Northern and Southern states the largest specimens are found in poor, sandy loam. In the woods of Massachusetts they are abundant on southern slopes densely covered with deciduous trees, the low branches of which protect the hollies from exposure. In the South the plants are stronger and mature into specimen trees much quicker than in the North, and it is from this source that the Christmas supply of holly is generally obtained.

When selecting hollies for planting in the garden the fact should be borne in mind that they are generally dioecious in habit, that is, the sexes are on separate trees. It is therefore necessary that the male and female trees be planted close together to allow pollination by action of either wind or insects, otherwise there will be an ab-growth trees, large specimens should be obtained if sence of the ornamental berries. As hollies are slow-growing trees, large specimens should be obtained if immediate effect is desired. These subject themselves readily to transplanting providing a few precautions are followed. The best time to remove them is in the fall just before the ripening of the wood, or in the spring

just before the appearance of the new wood, the latter perhaps being the best owing to the lateness of our falls. The essential factor at the time of transplanting is the defoliation, and fully two-thirds of the leaves should be removed to reduce transpiration. The many fibrous roots will allow a large ball to be dug commensurate to the size of the plant removed.

The English and the American holly are very similar. Both have spiny leaves, but the English holly, *Ilex aquifolium*, has deeper spaces between the spines and is a denser-leaved specimen. Prior to the government restriction of importing plants with soil attached, the English variety was imported by the thousands in the form of potted plants and sold by the florists during the Christmas season.

### WHAT SOME PEOPLE THINK OF US

The following letter was published in the Philadelphia Record January 15th. Nurserymen will readily see the mischievous effect such a perversion of truth is likely to have on the mind of the average reader of a newspaper.

The writer evidently took prices from lowest, bargain surplus trade costs of 1913 and 14 and is comparing them with the highest retail prices of the present.

This shows the necessity for the National Association to set the public straight in regard to prices.

Editor of the Record:

One of the worst examples of profiteering before the public today is that of the nurserymen. Peach trees in 1913-14 could be bought for 6 to 9 cents each, apple trees for 10 to 12, cherries for 12 to 15, pears, plums, etc., 12 to 15; grape vines, 1 year old, 2 to 6 cents; blackberry and raspberry plants, \$8 to \$10 per 1000. Today's prices are: Peach trees, 80 cents to \$1; apples, 85 cents to \$1.25; cherries, 95 cents to \$1.50; grape vines, 25 to 60 cents; blackberry and raspberry, \$35 to \$40 per 1000. There might be some excuse in the higher cost of all plants on account of higher cost of production, but not from 500 to 1000 per cent. Peach pits cost very little more than before. Labor and other costs have not increased over 300 per cent, while trees cost 1000 per cent. more. The increase in apples on account of the scarcity of French roots has more than been made up by the use of American seedlings. They sucker a little more, but otherwise are just as good. And, by the way, most orchards sucker. I have my doubts if the nurserymen have not been using seedlings for some time.

Grape plants cannot cost more than 300 per cent., as that would cover all costs, and also the berry plants. Cherries should not be over 350 per cent. more. But since 85 per cent. of the nurseries have joined the Nurserymen's Association they have things all their own way, and prices are very nearly identical under like conditions. With these conditions staring the fruit grower in the face, how is he going to keep on producing at the prices that a smaller purchasing power should pay?

FRUIT GROWER

Newark, Del., Jan. 12, 1921.

George S. Harris, who was formerly manager of the Harris Nurseries, of Greenbrier, Tenn., is now with C. R. Burr & Company, Manchester, Conn., in the wholesale department.



### ELM CITY NURSERY COMPANY SELLS LAND

Property bounding Alden, Edgewood and Central avenues and Elmwood road, occupied by the Elm City Nursery company, was sold yesterday for about \$80,000 by Ernest S. Coe to Robert Schroder, through the office of Wade & Fitzgerald. The property, which consists of only a large tract of land, is to be developed by the new owner, who will later erect about 35 or 40 one-and two-family houses on it, which will cost from \$12,000 to \$20,000 each. The Elm City Nursery company has moved its entire plant to Woodmont, combining both places into one.

### QUARANTINE 37

January 17th, 1921.

The National Nurseryman  
Flourtown, Penna.

When I first read the now well known letter signed by the committee on Horticultural Quarantines, Mr. J. H. McFarland, chairman; I was to say the least surprised, as I could not have imagined that so many men could be induced to sign a document dealing with a subject they apparently knew nothing about. One of the signers had imported plants under "special permit" and therefore should have known better. True enough he had evidently asked permission only for the importation of from six to a dozen of each of some 10 or 12 varieties of plants in which he is commercially and otherwise interested, perhaps that is all he wanted. If he had asked permission to import 100 or one thousand of each variety, I am sure permit would have been granted, but I suppose he thought such a liberal policy was impossible and therefore asked permission for only a hatbox full and the permit was promptly granted.

My personal experience for several seasons is as follows: I must have been one of the first to tackle the F. H. B. as one of my many permits was numbered No. 9. I have had all my requests approved but one. The F. H. B. has permitted me to import all I have asked permits for and I have always asked for full measure, not because I believed the F. H. B. would pare down the permit, but simply for the reason that I wanted to be safe and ask for enough. I later had opportunity to more carefully consider the number of plants I could safely handle (and pay for) I would pare down my order to possibly one fourth of the number for which I held permits.

The young stock, that was small and immature suffered a lot before it came to me and arrived in poor condition, partly on account of the trip to Washington, but largely on account of the very long time on the road due to our poor facilities on the railroads last year.

One lot of 1000 was destroyed as the stock was said to be infested.

While I do not believe more than possibly 5 per cent. could have been infested, if that many, I am willing to admit that had I been invested with the responsibility of the F. H. B. I would have acted just as they did even if it did cause loss and inconvenience to one or more citizens, I would also destroy stock on suspicion in order to be safe.

Employees of the F. H. B. are not infallible, some may even be ignorant, but so are some of us nurserymen yet

we manage to please nearly all our trade.

Quarantine 37 is popular now, it does not suit importers; I was one, but I have turned over a new leaf and I am now a grower, thanks to the Federal Horticultural Board.

A. E. WOHLERT.

### NEW YORK STATE NURSERYMEN'S MEETING AND BANQUET

"The annual meeting and banquet of the New York State Nurserymen's Association will be held at the Powers Hotel, Rochester, N. Y., Thursday, February 17th, 1921. The meeting will be addressed by nurserymen of national prominence."

### JOHN WATSON RESIGNS SECRETARYSHIP OF THE AMERICAN ASSOCIATION OF NURSERYMEN

Major Lloyd C. Stark, President,  
The Executive Committee, and  
The Members of the  
American Association of Nurserymen.  
My dear Friends,

Thus early in the new year, I wish to bring to your attention the present condition of the Association, a condition so favorable as to warrant me now in laying before you a matter that I have had in mind for some time.

You have in your treasury at this date, \$16,500 cash, a larger sum than the Association has ever had on hand at one time in its history.

You have a membership which, while not as large in numbers as in some of those earlier years when membership meant only attendance at your annual convention and was therefore transient only, is now a stronger membership: strong in aim and purpose and in credit and standing.

The action taken in your last two conventions and particularly last June placed this group of nurserymen in an enviable position, action that was spontaneous and therefore doubly to your credit and the unanimity of its expression by a vote of more than 15 to 1 assures the permanency of your program and the success of your Association.

When I was tendered the secretaryship of your Association in 1919 over many older, wiser and more capable men, the offer came from each member of your Executive Committee individually; and I recall with gratitude such as you will understand, that while I had the offer under consideration, I received letters from more than a hundred and fifty members of the Association who were generous enough to my short-comings to urge me to accept. I felt under obligation to accept. Only two years before, I had had the honor of serving you as your president. In that capacity, I had proposed some undertakings in the matter of selecting and standardizing the membership, a proposal that found acceptance in your adoption of Article IX of your constitution. I had later on been fortunate enough to be present when the market development movement was started and your favor kept me closely identified with that work. When the program was taken over by your convention in 1919, and changed to suit the different conditions, I must



think that my identity with what had been already done, rather than any merit or fitness of my own, brought my name into consideration in connection with the Association's secretaryship. The unanimity with which you endorsed last June's report and by your action directed the continuance of the same program and provided for financing it through the new schedule of dues, was a compliment to your Publicity Committee and those associated with them, but it was even more a compliment to your own expression of your aims and ideals as an Association.

Need I say that I should have been forgetful of much kindness and generosity and favors far beyond my merit if I had not heeded that call to service? I feel that now conditions are different; your plans are matured and have been successfully carried out to this point. I feel that I can now turn my part in their continuance over to another without any sacrifice of your interests.

I therefore beg you to relieve me of these pleasant duties and to accept my resignation as secretary to become effective upon the designation of my successor.

Necessarily, I have been in close and constant touch with the members of the Executive Committee and it is not necessary for me to say—and yet out of pride and pleasure I must say—that from these personal friends and trade associates during many years. I have received as secretary their constant, generous and cordial cooperation. My correspondence with the members has brought me into even closer touch with some hundreds of trade associates and this contact has given me much to recall with delight and nothing whatever of regret. Without a single exception, I have received from every member of the Association, every assistance asked for. I feel that this is something I should say to you. It is something I should like to say in person.

The question of your next secretary is one that closely concerns each of you. My own relations with you have been so altogether pleasant that, having arrived at this decision, I feel that it would be a marked lack of courtesy for me not to acquaint each of you with it. Your affairs are in such prosperous condition, your adopted program so definite and your approval of it so unmistakable, that I feel I can now at any time without prejudice to your interests which have always been very close to me, turn back your commission and devote myself to other matters.

I see you now accepted by the agricultural and horticultural press, by the leading pomological and garden societies, by the entomologists and other state officials and by your trade associates as aligned with the standards of the new era in business, standing upon a progressive and constructive program practical in every detail and leavened with a sentiment for such standards as will insure your growth and influence as an organization, your larger prosperity as business men and your increased happiness as individuals. No one wishes for you all these things more ardently than myself. If, in your estimation, I have contributed to the smallest extent to the accomplishment of the momentous years from 1915 to the present time, then I shall feel happy and recompensed beyond my deserts.

Sincerely yours,

JOHN WATSON.

Princeton, N. J., Jan. 8, 1921,

## DUSTING EXPERIMENTS IN PEACH AND APPLE ORCHARDS

*F. D. Fromme and G. S. Ralston (Virginia Sta. Bul. 223 (1919), pp. 3-16, fig. 3).*

Results are given of experiments carried out during the season of 1919 to determine the efficiency of the dust form of application in the control of the common diseases and insects of Virginia apple and peach orchards, exclusive of those which are controlled by dormant applications. No particular effort was made to compare the economy of the dust and liquid applications.

The results of these experiments, supplemented by data from similar work applicable to Virginia conditions, led to the following conclusions:

"Dusting mixtures which contain sulphur and arsenate of lead, with or without the addition of a filler, have given satisfactory control of peach scab and (possibly) cureulio, and may be used, if desired, for the first two summer applications. These materials, however, did not prove satisfactory in the control of brown rot, and therefore should not be relied on for the third or subsequent summer application.

"Dusting mixtures containing arsenate of lead as the insecticide have given satisfactory control of codling moth. Bordeaux dust gave especially satisfactory control of blotch and leaf spots in these experiments. Bordeaux dust and sulphur dust mixtures were practically worthless in the control of bitter rot in these experiments, and neither should be used for this purpose. No data on scab control were obtained in this work, but other investigations have shown the uncertainty of satisfactory control with such dusting materials as have been employed."

## THE COMING SEASON

We are all looking ahead and trying to form an idea what the coming season is going to be.

Is business going to be brisk with a demand equal to the supply with prices holding firm, or is it going to be stagnant with a falling market?

Conditions are bound to be different from the last several years. Labor will be better and more plentiful, transportation will be better, prices will be lower in many lines. Possibly money will be easier. The question is, will business in the building trades and those lines which affect the nursery interests start up in confidence as soon as the season opens. Will the agriculturist be too depressed by falling prices to plant for the future? These and many other questions have a bearing on the answer.

The country is undoubtedly full of optimism. We all knew that high prices and foolish spending had to stop and felt relieved when a halt and a downward tendency became noticeable, and there is every evidence that business will be good just as soon as it can be carried on, on a sane basis.

As the nurseryman's spring season will be here so soon it is very doubtful if he will get the benefit of the



expected improved conditions much before the fall.

The spring season will more likely be a real salesman's market rather than the order takers as in the recent past.

Or in other words those who want orders should plan to go after them.

### COURSES OF NURSERY TRAINING IN COLLEGES

Are planned as the result of American Association of Nurserymen activity. A Committee on Nursery Training, of that Association, is co-operating directly with Agricultural Colleges in the establishment of such courses. Detailed information may be obtained by an applicant for such training by addressing the executive office of the Association, Princeton, New Jersey.

Committee, Alvin E. Nelson, Chairman, 940 Marquette Building, Chicago, Ill.; Henry Hicks, Westbury, N. Y.; Theodore Borst, Boston, Mass.; Ralph T. Olcott, Rochester, N. Y.

### GET AFTER ORDERS

The time for sitting back in the office chair and waiting for orders to come in is past. It will not be the question of telling the customer he can have the stock if he will come and dig it, or intimating you are conferring a favor by letting him have it. It will be necessary for the salesman to get out and hustle for the order. In other words, from now on, the real salesman, rather than the order taker, will be the man who gets business.

There is plenty of business to be gotten if it is gone after in the right way. Some of us have been spoiled for the last four or five years, but it will not take very long to bring us to our senses when we see the real live nursery beginning to book the orders that for some reason came to us by their own volition in previous years.

We are figuring too much on a shortage of stock, but better not figure too long. It is true there will be a shortage of certain items for some time, but the live, active salesman has a peculiar quality of making something else do if he cannot offer just what is immediately available.

### THE "J. & P." CO. SPREADING OUT

The Jackson & Perkins Co., Newark, New York, have recently purchased a tract of ground approximating 150 acres at Bridgeton, N. J., where they contemplate starting a branch nursery in connection with their Newark plant.

Bridgeton is on the west side of New Jersey, about ten miles from the Delaware Bay, and forty miles below Philadelphia.

This farm was purchased only after a most thorough inspection of this section of New Jersey, with a view to climate, soil, accessibility and labor conditions, and from these most important considerations, it appears to be an ideal spot for nursery purposes.

This particular portion of New Jersey is unlike any other section of the state. The soil is a heavy sandy loam, from eight to twelve inches deep, with a clay subsoil, very rich, and producing heavy crops of corn and hay. Corn will regularly make a stalk from eight to ten feet tall and producing large, heavy ears.

These soil and climatic conditions, it is believed by the J. & P. Company, are ideal for the propagating and growing of a general line of ornamental stock such as has been heretofore imported from Europe, and it is largely for this purpose that this ground has been acquired.

The nursery trade in general, will watch, with interest, this new undertaking, and wish the J. & P. Company the success they so richly deserve.

### TRADE EXCHANGE

The F. W. Kelsey Nursery Company, 50 Church street, New York City, sent out circular letters inaugurating a trade exchange department in connection with their company.

The plan is to get nurserymen to file a list of their wants and surpluses with a view of bringing them together.

There is to be no charge for the service neither does the F. W. Kelsey Nursery Company intend to act as agents or brokers.

The idea is a good one but by no means new as we believe the Ornamental Growers Association have a similar clearing house, also the National Association urges its members to file lists of stock with its secretary, John Watson.

### PLANT PROPAGATOR

FEBRUARY 23, 1921.

The United States Civil Service Commission announces an open competitive examination for plant propagator on February 23, 1921. A vacancy in the Bureau of Plant Industry, Department of Agriculture, for duty at Chico, Calif., at \$1,800 a year, and vacancies in positions requiring similar qualifications, at this or higher or lower salaries, will be filled from this examination, unless it is found in the interest of the service to fill any vacancy by reinstatement, transfer, or promotion.

The examination will cover:

<i>Subjects.</i>	<i>Weights.</i>
1. Practical questions on the handling and propagation of new plant immigrants and plant introduction of field station problems . . . . .	40
2. Thesis on the conditions best adapted to the successful propagation and after-care of new plant introductions (to be handed to the examiner on the day of the examination) . . . . .	20
3. Practical experience and training in the propagation of new and unusual plant immigrants . . . . .	40
Total . . . . .	100

### MISSOURI BOTANICAL GARDEN BULLETIN

Imports of Chestnut to the United States from Spain show a material increase for 1920. The total shipments as invoiced through this office from October 1, 1920, to November 30, 1920, reach 2,120,753 pounds, as compared with 1,172,964 pounds for the complete last quarter of 1919.

On the other hand there is a considerable falling off in the imports of figs from this country.



# Princeton Products are Ornamental



Trees, Shrubs and Evergreens  
of high grade  
for the wholesale trade

## Princeton Nurseries

Princeton in New Jersey

February, 1921.

## ROSEDALE NURSERIES

OFFER

A superb lot of Specimens  
*Hemlock*, 5-9 ft.

*Red Pine*, 3 to 6 ft.

*White Pine*, 3 to 6 ft. and 10 to 18 ft.

*Douglas Fir*, 10 to 15 ft.

S. G. Harris,

TARRYTOWN

NEW YORK



T. S. HUBBARD CO., Fredonia, N. Y.

Growers of Grape Vines and Small Fruit Plants  
For Garden and Vineyard Planting

Established 1866

Send for Catalogue

## Are You Troubled

with lost or "astray" shipments of nursery stock,  
to say nothing of other difficulties experienced  
through the use of "cheap" tags?

Get rid of your shipping troubles, just "put it  
up to Denney" to make 'em right.

**"Denney Tags get there with the goods"**

Tags for every need of the nurseryman and a  
reputation for giving you "what you want when  
you want it." Write us about it TO-DAY.

**Rawhide Shipping Tags and Tree Labels.**

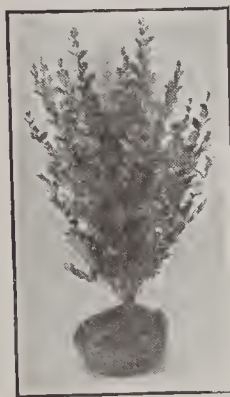
## The Denney Tag Co.

West Chester, Pennsylvania

## Ibodium Privet

Ovalifolium x Ibota

The new HARDY HEDGE. Resembles California. Hardy  
as Ibota. Pre-offer of stock for propagating.



2 yr. old Ibodium Privet

2 years, 18 inches  
1 year, 12 inches  
Dormant summer frame  
cuttings

In storage, can be shipped  
any time.

Surplus:

American  
Hemlock  
Japan Iris  
Pin Oak  
Japan Yew

## Box-Barberry

Summer frame grown and well rooted.

Ten samples sent post-paid at 1000 rates.  
Send stamps or money order.

## THE ELM CITY NURSERY CO.

Woodmont Nurseries, Inc.  
NEW HAVEN - - - - - CONN.

Introducers of Box-Barberry and Ibodium Privet.



# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902

Published monthly by

THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor ..... ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance ..... \$1.50

Foreign Subscriptions, in advance ..... \$2.00

Six Months ..... \$1.00

Advertising rates will be sent upon application. Advertisements  
should reach this office by the 20th of the month previous to the date  
of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by the  
Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Flourtown, Pa., and should be mailed to arrive not  
later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at  
Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., February 1921



On another page we publish an open letter from John Watson, Executive Secretary of the American Association of Nurserymen presenting his resignation from that office.

Whatever be the cause or motive for his action all nurserymen, especially members of the Association will read it with deep regret.

He accepted the position, one might say, by unanimous request of the members of the Association, as it was felt that he was the one man peculiarly equipped and fitted to fill it, to look after the interests of the trade as a whole and carry out the policies of the reorganized Association.

Everyone will agree, to act for a large body of men of conflicting interests embarked on a new and untried policy is a job of extreme difficulty. Perhaps no one will appreciate the difficulty to quite the degree Mr. Watson does himself.

What Mr. Watson has done speaks for itself. There will be no divided opinion as to his high standard of business ethics, loyalty to what he considered the best interests of the American Association and unselfish devotion to the work he undertook.

HIGHER EDUCATION Does the trade need more learned bosses or more skilled, industrious help? We know it needs both but which is the most important to the welfare of the trade? The fact of the A. A. of N. interesting itself in the higher education of the bosses, indicates a lack of collegiate degrees among our leaders, so much so they are not scientifically fit to as-

sociate with those learned men who gravitate from the colleges and universities to positions under the government.

Have we really got our correct bearings on the subject, or are we being stampeded in the wrong direction for the betterment of the trade.

In the recent upheaval of social order it rather appears that education was in abundance, so also was genius, brains or whatever word typifies brain over brawn was in surplus. The pick and shovel man and skilled worker were paid accordingly. The college professor took off his cap and gown and worked at boiler rivetting. As a rivetter he was serving his country in her stress to better advantage and incidentally himself too.

The pioneers in scientific horticulture meaning those who study the subject chemically, microscopically and pathologically are away ahead of the common herd of practitioners. The practitioners have not begun to apply one-tenth of the facts revealed by the scientific experimenters. It is lying unused in countless records, compiled at tremendous cost and still we agitate for more and more. Is not the trade's greatest need more practical workmen. Without disparaging college education in any way does not the young man who has graduated from high school lose something of vital importance every hour he misses from actual work in the nursery, field, forest, or garden.

Somehow in spite of all the enthusiasm worked up at conventions and arm chair theorizing on behalf of higher education, when the nurseryman gets back into harness and business begins to press, it is loyal, practical skilled workmen that he looks to for help.

There is not the slightest hesitation in putting on an experienced hand, but the college man's application requires serious consideration when the nurseryman is not so busy.

"Growing things" is peculiarly a craftsman's profession. Ability to work and practical experience are the essentials of success, given these, college courses are a help to greater success.

In the December issue we perhaps somewhat facetiously commented upon a statement published by the U. S. Department of Agriculture under the heading of the Toll of Plant Diseases.

We have been told that our comment made it appear as if we considered disease and crop failure a blessing.

The thought underlying the editorial in question is not that plant diseases and crop failures are a blessing to the farmer, but they are a fact of life itself and it is childish to figure results based on their elimination.

Such figuring for practical purposes is only paralleled by the enthusiastic novice who attempts to compute the progeny and profits of 12 pullets and a cockerel in a given number of years, or by the stock gambler's profits if he bought at the lowest and sold at the highest.

The genus Homo is much given to looking on nature from the one angle, only as it affects its own interests, when in reality the very things he is warring with are perhaps just as important in the scheme of things as mankind itself.

The prime object of the Division of Publications of the Department of Agriculture and Horticultural Papers is





## Spraying materials

HE WHO SPRAYS IS WISE,  
but  
HE WHO SAVES WHEN  
HE SPRAYS IS WISEST

The Naco line of Insecticides and Fungicides, appeals to the jobber and dealer because of its leadership in quality and packing.

Paris Green

Arsenate of Lead  
(Paste and Powder)

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Naco Dust "A" (Powder)  
(Special Potato Bug Killer)

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(Kills bugs and prevents blight)

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(Paste and Powder)  
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If your dealer cannot supply you,  
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Branch offices in principal cities

### J. H. SKINNER & CO. Topeka Kansas.

Offer for late fall or early spring shipment:

Apple trees, 2 yr.

Peach, 1 yr.

Kieffer Pear, 1 and 2 yr.

Grapes, 1 yr.

Gooseberries, 1 yr., Strong plants.

Rhubarb Myatt's Linneas, Divided roots.

#### Apple Seedling. All grades.

Black Locust Seedling

Honey Locust Seedling

#### Shade Trees

Ash Elm Maple Sycamore

Honey Locust American Chestnut

Bechtel's Double Flowering Crab. All sizes.

Amoor River Privet 12-18 in.; 18-24 in.; 2-3 ft.

Spirea Van Houtti 12-18 in.; 18-24 in.; 2-3 ft.;  
3-4 ft.

Let us price your list of wants.

### Strawberry Plants Only

We have grown a crop of more than fifty million CHOICE HIGH GRADE plants—about forty of the leading standard varieties. Three the best everbearing.

It will be to your interest to get in touch with us if in need of plants to supply your trade. We furnish more nurseries with strawberry plants than any other plant growers in America. There must be a reason. We make shipment direct to your customers and guarantee same satisfaction that you could give shipped out from your own Packing house.

#### THIS WILL ALSO INTEREST YOU

We are in position to offer lower prices—Our Stock of plants were never better quality than now—Give us your want list—Let us figure with you.

**E. W. TOWNSEND & SONS,**  
(Wholesale Nursery)  
**Salisbury, Maryland**



identical, the dissemination of information that is of value to citizens of the United States.

If a statement, however true, is likely to mislead, it should be criticised to bring out its true application.

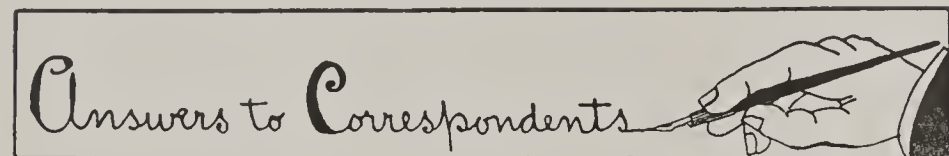
Nothing, perhaps, would be more surprising to those responsible for the educational policy of the U. S. Department of Agriculture, if they could be brought to realize the effects of such statements as "The Toll of Plant Diseases" on the lay mind.

It may be summarized somewhat as follows: The production of crops consists of formulas, recipes, cure-alls, rather than hard labor, knowledge of plant life, and experience.

Years of contact with the laymen as a nurseryman has convinced me of this, and one has only to glance through the current literature on Horticultural and Agricultural subjects to be convinced that the authors did not gain their livelihood by tilling the soil, and that the brightest minds are credulous about subjects that they are not familiar with.

We are getting far too much sensational writing and talk about plant diseases and pests and not enough about plain everyday gardening and farming.

The pathology of plants is only a part of the science of production. Doctors are good things to have around when you need them, but sensible right living people do not need them often.



#### Inquiry:

We notice your article on fighting peach tree borers with para-dichlorobenzene, which is very interesting. Will you kindly tell us where we can get full information as to its use, etc., and also where the material can be purchased.

W. B.C.

#### Answer:

Bulletin No. 796 of the U. S. Department of Agriculture gives an account of the experiments with para-dichlorobenzene for destroying borers in peach trees.

The results are summarized as follows:—Para-dichlorobenzene has proved quite effective over a wide range of varying conditions imposed by field practice, with a considerable margin of safety for trees six years and over.

In making the application the surface crust about the collar of the tree is broken. Excessive amounts of gummy exudations at the surface are removed. The lower levels of soil are disturbed as little as possible, and the required dose is distributed evenly about the trunk in a band 1 to 2 inches in width. Two or three shovels of earth are then placed over the material, and compacted with the back of the shovel, being mounded slightly to cover surface galleries.

In the latitude of Washington and northern Virginia about September 10 has been found to be the most satisfactory time of application. Based on the insect's seasonal history, the theoretical time of application in the North generally would be about September 1; in the

Ozarks, September 25th; and in Georgia and the cotton belt, October 10.

For 6 to 15 year old trees of average size, doses of one ounce and of three-fourths of an ounce per tree have been found effective in destroying the borers without injury to the trees. For very large trees of advanced age, a somewhat increased dose may be desirable.

As an added precaution against injury, the base of the trees should be uncovered four to six weeks after application, allowed to remain open for a few days, and recovered. This precaution is especially necessary if the application has been made very late.

The use of para-dichlorobenzene in this way has been found to reduce the infestation on the average from 6.77 to 0.41-0.36 larvae per tree, approximately a 94 per cent. control."

The manufacturing chemists are marketing P-Dichlorobenzene under the name of Dichloricide, through the wholesale druggists in one pound and half pound tins, so that any druggist should be able to get it through his wholesaler if he hasn't it in stock.

I have some land suitable for the growth of Norway Maples and would like information on how to grow them.

A. B.

The seed of Norway Maples should be sown as soon as ripe or else stratified to keep in good condition for sowing the following spring. It is possible you could secure stratified seed from those who advertise in the columns of the National Nurseryman. Select a suitable piece of ground where it is deep loam. Trench it fully 18 inches deep, forking out all rubbish and stones should there be any, and lay off in beds about 5 feet wide with pathways between them. This size makes it convenient for weeding and other attention, such as shading and watering should it be necessary.

Sow the seed as soon as the ground gets in condition in the spring. You would find it worth while to provide yourself with slats made in about the size of a greenhouse sash, for purposes of shading. Good serviceable ones are made by using shingle lath for frame-work, and plaster lath nailed about one inch apart.

These shading frames should be put over the beds in early spring, be sure the ground is kept cool and moist during the hot dry spells, until the seedlings break through the ground and are strong enough to take care of themselves.

It is customary to leave the seedlings in the beds two years before bedding out. By that time the seedlings are possibly two to three feet high or even more. When bedding them out set them about six inches apart in beds or rows convenient for cultivating, and keeping them clean until they get six to eight feet, when they may be put out in nursery rows, 5 feet apart or more in the rows, 2 feet between the trees.

#### PERENNIALS A GOOD LINE FOR THE NURSERYMAN TO HANDLE

The Weller Nurseries Company of Holland, Michigan, reports an unusual demand for perennials last fall and prospects for spring delivery are even better.

Weller, General Manager of the Company, is quite op-





*Two year field grown*

## IBOLIVUM Hardy PRIVET Hybrid

Cross between CALIFORNIA and IBOTA PRIVET

**Hardy As Ibota  
Looks Like California**

**Arnold Arboretum  
Report it hardy there  
The Past Winter**

**—Just think what this means—  
Order Propagating Stock  
NOW**

**Grows equally well from either  
Hard or SOFTWOOD.**

**Start Propagating now and be ready for the  
Coming Demand**

### TRADE OFFER

2 years 2-3 feet  
(Not cut back. See above cut.)  
1 year 1-2 feet

Also Summer frame cuttings

**SURPLUS**  
American Hemlock, 2-3 ft., 3-4 ft., 4-5 ft.  
Japan Iris—20 varieties (true to name)

**THE ELM CITY NURSERY CO.**

**Woodmont Nurseries, Inc.**

**NEW HAVEN - - - CONN.**

Also Introducers of BOX-BARBERRY

## We have One Year Apple

to offer in the following varieties and can furnish these in  
4 to 6 ft. grade  
3 to 4 ft. grade  
2 to 3 ft. grade

McIntosh Red  
N. W. Greening  
Red Astrachan  
Red June  
Rome Beauty  
Staymans Winesap  
Winesap  
Winter Banana  
Wealthy  
York Imperial  
Yellow Transparent

Ben Davis  
Baldwin  
Blk. Ben Davis  
Delicious  
Early Harvest  
Grimes Golden  
Gano  
Jonathan  
M. B. Twig  
Maiden Blush

We also have to offer Grape Vines in one year No. one and One year No. two in Concord, Niagara, Moore's Early, Worden, Moore's Diamond and a few red sorts.

We have as fine a lot of Apple Seedlings as you ever saw and can furnish these in all grades.

Can supply roses in the following varieties, as well as a limited number of some other sorts.

American Beauty  
Etoile de France  
Etoile de Lyon  
Frau Karl Druschki  
Gruss an Teplitz  
General Jacqueminot  
Kaiserin Augusta Victoria

LaFrance, pink  
LaFrance, white  
Meteor  
Mad. Caroline Testout  
Paul Neyron  
Pink Cochet  
Sunburst

White Cochet

All stock offered above is for late fall or early spring shipment. In addition to the items mentioned we will have a good assortment of two year apple in all grades as well as peach trees.

**F. H. STANNARD & CO.**

**Ottawa - - - Kans.**

## L. R. TAYLOR & SONS

**TOPEKA, - - - KANSAS**

**SPRING OF 1921**

**A Fine Lot of**

**APPLE SEEDLINGS**

**French and Japan Pear Seedlings**

**FOREST TREE SEEDLINGS**

**-ALSO-**

**Apple Trees**

**Peach Trees**

**Pear Trees**

**Cherry Trees**

**Forest Trees**



timistic about the future of perennials grower and believes there has never been a better opportunity than right now to make this group of plants what it should be to the flower lover. "I have so much confidence in our perennials," he says, "that we are adding twenty more acres to our present outfit and these will be filled with them this year, if I should have to use the trowel myself." And there is room for many more growers, for in my estimation, nine-tenths of the people do not know what they are.

Many nurserymen, florists, seedsmen and even landscape gardeners are not using them or are discouraging the selling of them because they do not know them. They don't know what they are missing.

It is the easiest thing in the world to sell an Old-Fashioned Flower-garden, or flower border for it is flowers the people want and rather those which require the least care. The perennial does not require much care and if once planted flourishes for many years.

We do a little old-fashioned gardening ourselves for the reason that no landscape gardener or nurseryman around here seems to care about it and we have never failed yet to sell interested customers from 500 to 2000 plants each, if we would plan it for them.

For the nursery agent, they are splendid leaders and never failing starters of orders. A man may be hard to sell but the lady will usually fall for a fifty cents perennial and pave the way for the agent to book the important order.

That is what I think of the perennials and we are making them as fast as we can and I believe, that if the growers of perennials in America will grow the quality, and give everybody who can put them before the consumer, the service, it will not be long when every agent, landscape gardener, florist and seedsman will be talking perennials and we have added a most valuable and profitable asset to our nursery business.

### THE PASSING OF THE OLD GUARD

The way in which the Old Guard was steam-rolled at Chicago was certainly a beautiful piece of work, worthy of the Old Guard itself in its best days, when it did not hesitate even to turn over the nominations of the Vice-Presidents' Committee, if such recommendations did not conform to its ideas. It was a great piece of work, carefully thought out and planned in advance—even to the minute details and stage effects, and such careful and efficient work always brings results.

The campaign was opened by that evidently inspired article of Lovejoy's in *THE COUNTRY GENTLEMAN*, notifying "the old-timers of the gang who sit with their fingers crossed and knock" that they would be fought to a finish.

Advertising men, dry-goods men, newspaper men and magazine men were brought in to tell us what the nursery business needed. Silver-tongued, leather-lunged and strong-voiced orators were brought from near and far to the front line, and kept constantly and vociferously busy, so that if the Old Guard had any idea of making a contest they didn't have a "look-in," but were simply drowned out by words and sound and noise.

The Old Guard never was much for oratory and noise and their methods were "pussy-foot" and "gum-shoe," more like those of Tom Platt, the easy boss of New York State in the old days (perhaps Tom was a pattern). The

Old Guard never had but one real orator and well do I remember the beautiful way in which he, at the behest of the Old Guard, upset the recommendation for President, made by the Vice-Presidents in St. Louis.

During the reign of the Old Guard, dues were nominal, expenses were light, necessary work was handled after a fashion by committees, many members of which labored faithfully and without recompense for the interests of their fellow-members, and in a way, the administration of the Old Guard was efficient and satisfactory. Times do change and the world do move. The Old Guard did not read the signs and did not realize that the old-time "stand-pat" methods must give way to "progress," "reform," "uplift" and "brotherhood," and at Detroit there appeared a Moses who promised to lead to a happier and better land and the time was ripe for such a leader.

Why should the Old Guard—or anybody else—grumble and be sore? Why not stop and consider the benefits? We have taken over market development with its assets and liabilities, and have indirectly forced every nurseryman to subscribe to the publicity fund whether he believed in it or not—if he desired to retain his membership in our Association. (This has resulted in shrinking our membership to about two hundred.) We have the pleasure of paying largely increased dues. We have a paid secretary and manager with permanent office and office staff, equipment and expense account. Last year, we had a president and secretary constantly on guard, ready to journey east, west, north, or south to speak in our defence. We are in close touch with editors and advertising managers of agricultural and horticultural papers who have given us the pleasant opportunity of admitting that their suspicions of our rottenness and corruption were justified but that we were about to reform and become like Ivory Soap—99 44-100% pure. (Read that inspiring article of Mr. Lovejoy's in *THE COUNTRY GENTLEMAN* of June 19, 1920 and see how nobly and courageously his direct challenge to the Association was met by the action and report of our Vigilance Committee).

Why be critical and not constructive? Consider how our business was increased last year by publicity, and advertising the Association trade-mark with "The Association's assurance of satisfaction back of every purchase." Why be suspicious that the Association or its responsible members may be called upon by an aggrieved purchaser to make good on its guarantee? Why worry until you are hit? Why not enjoy the pleasures of increased business and increased profits coming to all of us through such advertising? Perhaps no customer will get sore and perhaps it will be regarded as "bunk advertising" anyway, so, why should we worry?

Why should the Old Guard wish to return to the old days, when everybody was expected to work for the good of the Association, when we can have a paid secretary and be managed by advertising salesmen, printers, and dry-goods merchants, who all assure us that a few thousand dollars spread over these great United States will bring us increased business and untold wealth?

The Old Guard is dead; the old methods are out-grown. Let us go forward in the path mapped out for us. Another increase in dues—more money, more advertising, more paid officers, more expenses; but—on the other hand, the satisfied feeling that we are operating under



**JACKSON POWER DIGGER** (patented)

60,000 trees per day.

Three men, two horses and 10 gal.

fuel will dig 60,000 trees per day.

Cost is \$750.00 without cables.

Pulls any size lifter.

Can be used in mud or dry ground.

Never breaks or injures a tree.

20 feet sufficient for machine at end of row.

Ground is not packed for replanting same season.

Can be used for subsoiling or stationary engine.

Address **EDGAR A. JACKSON,**  
Box 152, R. F. D.,  
Santa Clara, California

**Strawberry Plants**

for immediate or spring delivery. Stock guaranteed strictly first-class, well rooted, thrifty plants, fresh dug and to reach our customers in perfect condition.

Can furnish *assortment of commercial varieties* and a very fine lot of **PROGRESSIVE EVERBEARING**. Ship practically any day during winter and until April 20th.

Prices, on request, that will justify placing immediate order for your spring wants. Sample sent on request.

**SHAHAN BROTHERS,**  
"Strawberry Plant Growers,"  
Winchester, Tenn.

**When You Want Seeds...**

It's a mighty good idea to get in touch with "**LANE**" at **Dresher, Pa.** He has a most complete assortment of Deciduous and Evergreen Tree and Shrub Seeds, Also Fruit Seeds to offer. Send for his Catalog.

310 Acres devoted to business

**Vincennes Nurseries**

**W. C. Reed & Son, Prop., Vincennes, Ind.**

*Offer for Fall 1920*

Cherry, 2 Year XX  $\frac{7}{8}$  up 5 to 7 feet

Cherry, 2 Year  $\frac{11}{16}$  up 4 to 6 feet

Cherry, 2 Year  $\frac{5}{8}$  to  $\frac{11}{16}$ , 4 to 5 feet

Cherry, One Year, Sweets and Sours, all grades

Peach, One Year all leading Varieties, strong on Elberta

Apple, 2 Year, leading varieties

Standard Pear, One Year, 4 to 6 feet and 3 to 4 feet

Japan Plum on Peach, One Year

Hansen Hybrid Plum, One Year on Peach roots

Hardy Northern Pecans, Grafted Varieties

Please submit List of wants for prices

**For FUMIGATION With  
HYDROCYANIC ACID GAS****"CYANEGG"**

Sodium Cyanide in egg shape, each egg weighs as near one ounce as possible. Destroys scale insects on Fruit Trees, Nursery Stock, Plants under glass and in Greenhouses.

Manufactured in U. S. A. by  
**The Roessler & Hasslacher Chemical Co.**  
709-717 Sixth Avenue - - New York, N. Y.

**ARE YOU EQUIPPED  
FOR TAKING LANDSCAPE ORDERS**

Undoubtedly the coming season will be an important one for landscaping and you should have some of our good landscape photos to help along orders.

The reorders we are getting from old customers we consider is proof of the real value of our material.

The **PLATE BOOK** we make is ideal for the Landscapeman. Our Prices will suit. Send for free Sample Circular.

Plans drawn, Lists and Blue Prints given. Send sketch. \$5.00 up.

**B. F. Conigisky**  
229 N. Adams Street - Peoria, Illinois

When writing to Advertisers please mention the National Nurseryman.



modern methods, which, when the time of depression in business comes—and it will come—will carry us safely through without a jar.

Isn't it a GLORIOUS FEELING!!

ANN UPLIFTER.

### THE FREE SEED DISTRIBUTION

*Editorial Philadelphia Public Ledger Jan. 26th, 1921*

Yesterday's headlines tried to stir the sluggish flow of public interest into a swirl over the passage by the Senate of the packer regulation measure, and the discussion of armaments in the House, and the peace conference assembly in Paris, and a dozen other more or less important domestic and international matters. But the all-important and burning question for the average plug citizen of this land was the passage by the House on Monday, by a vote of 83 to 72, of the amendment to the agricultural appropriation measure providing \$300,000 for free seeds to be distributed by members of Congress to their constituents.

This palpitating news item was not heralded by black headlines nor was it played across or up and down the printed page, but it cuts more ice in the political destiny of this country than the League of Nations and the tariff and the armament question all lumped into one.

Well does he congressman know. His finger is upon the pulse-beat of his constituency, his ear is close to the ground and he shades his eyes with his hand while he peers at the portents in the political sky. If his seed shipments went out on time, all is well, if they did not, he had better take to the cyclone cellar before the storm breaks. A mail sack full of free seeds looms larger before the vision of the average rural community of small-town gaze than the stately walls of a postoffice building bulking two stories high and a hundred and fifty feet wide on the town's principal corner.

It is a strange but true commentary upon human nature, the overpowering effect of congressional seed distribution upon the average citizen. It is the one tangible beneficence from a paternal government to its people. It is the average citizen's one lone dig into the United States treasury. It is a gift into his hand. And he takes a dollar's worth of garden seeds and buys five dollars' worth of agricultural implements and hires a man to plow his back lot and he plants these seeds and blesses his congressman and prays for warm sunshine and recurrent rains. That he only reaps a peck of vegetables from all his expenditure and effort is not the point. The main point is, he has been recognized by his sovereign government. He had enough "drag" with his congressman to be subsidized by a special shipment of free seeds.

The curtailment of the packers and the dismemberment of Turkey, these are important—to the packers and to Turkey; but that package of seeds in his good right hand and the talk up and down the main street about his Christmas gift in the early springtime from the halls of Congress are important to the free-born American citizen.

To a city man the suburban train service and the standing of his baseball team in the pennant race take precedence over all other world history in its making. Far from the great centers of population, the weather and politics are the subjects that bear the brunt of discussion; and the fairness of the one and the foulness of the other are decided mainly upon the promptitude and volume of the congressional distribution of free seeds.

Senator Cicero toils in committee and triumphs in debate upon legislative affairs of vital importance; but Congressman Jones watches closely to see that his secretary fills the old mail sack with free seeds and sends it on its way. Let Senator Cicero tremble, for Congressman Jones, with his admiring free-seed constituency behind him, is foreordained to usurp his proud place.

Never doubt it. The most important news items of last Monday was that four-line paragraph that told of the passage of the \$300,000 free-seed-distribution amendment to the agricultural appropriation bill. Well does the congressman know.

### FIVE-LEAVED PINES IN DELAWARE

Information has just come to hand from Mr. Wesley Webb, Secretary of the Delaware State Board of Agriculture, stating that their quarantine on the shipment of five-leaved Pines and Ribes into the State has been modified. The regulations for Delaware, which are now changed, were listed under paragraph 21 on page 240 of

the October issue. Only five-leaved white Pines and black Currants are now prohibited entrance into Delaware from the New England States, New York, New Jersey, Pennsylvania, Ohio, Michigan, Wisconsin and Minnesota. The former State regulations prohibited white Pines and all Ribes from entry into Delaware from the above mentioned States.

One can't help wondering whether the man who would reform the world has succeeded in making one man perfect.—*Louisville Post*.

### NATIONAL RESEARCH COUNCIL

*From the Office of the Permanent Secretary 1701  
Massachusetts Avenue, Washington, D. C.  
Crop Protection Institute Organized*

You can throw a bag of gold into the sea where no diver can find it. You can explode a bomb in Wall Street and do damage to the extent of millions of dollars. But there are many ways of losing values besides such spectacular means as these. America and the world are losing uncounted millions through the silent working of insects and fungi, insignificantly small yet exceedingly destructive.

The Bureau of Biological Survey has estimated that rats do damage in the United States yearly to the value of \$200,000,000, but no one can compute the damage done annually to the plant growth in the United States through the ravages of various fungus and insect pests. The most conservative estimate placed the loss of wheat in this country in 1916, for instance, due to black stem rot alone at 180,000,000 bushels, while the loss from this cause in Canada was estimated at 100,000,000 bushels.

Of all the many plant diseases there is not a single one that is so thoroughly understood at this time that the final word can be said about it. Nearly 400,000 kinds of insects are known. Fortunately not all are injurious but thousands of them are. Some of the worst ones are bad enough to give them all a bad name. A single one may ruin a whole crop of an important plant in any year.

Much fine work has been done to eradicate or control these pests, yet how great is the need for more work! In no sense to trespass upon, or supplant work now being done, but with a view to coordinate it and supplementing it, and to bring all workers interested into a closer cooperation, an important new organization, called the Crop Protection Institute, has just been formed. It has generally been felt that a closer cooperation of scientists themselves, and in turn more contact of producers and manufacturers with the specialists in research, will produce more positive and more valuable results of the work of each class, and materially benefit the public.

The Crop Protection Institute is the result of two conferences of a large number of scientists and manufacturers of fungicides and insecticides, arranged by the National Research Council, Washington, D. C., and it has been organized with the advice and assistance of the Council. The membership includes plant pathologists, economic entomologists, parasitologists, bacteriologists, chemists, and other interested scientific workers, as well as manufacturers and distributors of supplies and appli-



# Bartlett Pears

## on Japanese Root



Foot-hill  
grown trees  
are practically  
immune to  
crown-gall  
and diseases  
common to  
other localities

Roots such  
as are grown  
only on our  
foot hill soil  
and location  
They are  
Tree  
Insurance

20,000	6 to 8 ft.	Caliper $1\frac{1}{16}$ inch and up—One year buds
10,000	4 to 6 ft.	Caliper $\frac{1}{2}$ " " " " " "
20,000	3 to 4 ft.	Caliper $\frac{3}{8}$ " " " " " "

Also an assortment of standard varieties of Fall Pears and other fruits.

Our trees are exceptionally well rooted, accurately graded, hardy and first class in every respect.

Our foot-hill location is free from root or tree diseases.

Write for prices.

### SILVA--BERGTHOLDT CO.

480 Acres Nursery

1350 Acres Orchard

Newcastle - California

**CHARLES DETRICHE & SON**  
ANGERS, FRANCE

Growers and Exporters of Fruit Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs and Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address  
**JACKSON AND PERKINS COMPANY,**  
(Sole Agents)  
NEWARK - - NEW YORK

Native Broad-leaved  
**EVERGREENS**

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous Plants of the Blue Ridge Mountains, including: *Kalmias*, *Rhododendrons*, *Leiophyllums*, *Andromedas*, *Tsugas*, *Azaleas*, *Corylus*, *Oxydendron*, *Zanthorhiza*, *Ampelopsis*, *Lonicera*, *Shortia*, *Iris*, *Liliums Stenanthium*.  
Approximately 500 species

Collections to Order in Carlots a Specialty  
Correspondence from large planters solicited.  
ASK FOR PRICE LIST

**E. C. ROBBINS, PINEOLA,**  
Avery County North Carolina

We Offer for Prompt or Early Spring Shipment  
Grape Vines, Currants and Gooseberries

If interested we will be pleased to quote on your requirements.

**THE F. E. SCHIFFERLI NURSERIES,**  
FREDONIA, N. Y.

**We offer to the Trade for Late Fall  
or Early Spring Delivery:-**

**COLUMBIAN RASPBERRY TIPS**  
**CONCORD GRAPE, 1 year**

No better stock grown. Priced right.

Address: **HARRY W. JOINER Sec'y.**

The Associated Plant Growers,  
Lake Co.,

**PERRY,**

**OHIO.**

# LABELS FOR NURSERYMEN

## THE BENJAMIN CHASE CO. DERRY, N. H.

When writing to Advertisers please mention the National Nurseryman.



ances used in the protection of plants and animals from disease and pests, and producers. The Board of Trustees is constituted of nine representatives of such important scientific bodies as the American Association of Economic Entomologists, the American Phytopathological Society, the Association of Official Agricultural Chemists, and four representatives of the manufacturing interests. Mr. Harrison E. Howe, of the National Research Council, is the temporary secretary of the Institute.

### IMPORTANT CONCESSIONS FROM FEDERAL HORTICULTURAL BOARD

At a meeting of the Ornamental Growers Association held in New York City early in January, a resolution was unanimously adopted for the appointment of a committee to ask for an informal conference with the Federal Horticultural Board, to secure, if possible, a modification of Quarantine 37 so as to permit importations of seedlings of Japanese Maples, *Rhododendron ponticum* and *Azalea pontica* for stock for grafting purposes only.

The meeting with the Board was arranged for February 1st and the committee, consisting of C. H. Perkins, 2nd, Chairman; F. L. Atkins, Wm. Flemer and Thomas B. Meehan, held a very interesting and pleasant interview with several members of the Federal Board.

Mr. Perkins indicated to the Board the impossibility of now securing stocks of these plants in this country, in sufficient quantities for propagating purposes and pointed

out that unless they might be imported from Europe, propagation of Hybrid Rhododendrons, Azalea and the several varieties of Japanese Maples could not proceed until seedlings could be grown here from seed, which would take at least from three to four years.

The committee gave information to the Board as to the present available stock for grafting purpose and the length of time it would take to grow the seedlings of suitable size, from seed, all of which appeared to coincide with the knowledge on the subject already acquired by them.

The Board agreed to allow, under special permit, seedlings of these plants, three years old and under, without earth, to be imported for a period of two years. The committee from the Ornamental Growers Association agreeing that at the expiration of that period there would be no request from the Association for an extension of time.

The committee gave the Board the names and addresses of the members of the Association so that immediate notification of their action could be sent to them.

Nurserymen intending to import these stocks should apply to the Federal Horticultural Board at Washington, D. C., for "Form 207" on which they must make their application for the special permit.

### BEWARE OF HOME BREW

Somebody sent the editor of the Puketown Gazette a few bottles of home brew. The same day he received for publication a wedding announcement and a notice of an auction sale. Here are the results: "Wm. Smith and Miss Lucy Anderson were disposed of at public auction at my farm one mile east of a beautiful cluster of roses on her breast and two white calves, before a background of farm implements too numerous to mention in the presence of about seventy guests, including one bob sled. Rev. Jackson tied the milch cows, six mules and one nuptial knot with 200 feet of hay rope and the bridal couple left on one good John Deere gang plow for an extended trip with terms to suit purchasers. They will be at home to their friends with one good baby buggy and a few kitchen utensils after ten months from date of sale to responsible parties and some fifty chickens."—*Grove, Okla., Sun.*

#### FELLOW NURSERYMEN!

What have you got—SURPLUS?  
WANTS—What do you want?

### NURSERY TRADE EXCHANGE

F. W. KELSEY NURSERY CO.,  
50 Church St., New York City.

## We Solicit Correspondence and A List of Your Wants

Spring 1921

CALIFORNIA PRIVET, 1 year old.  
Oriental Planes, Norway Maples, Pin Oaks, Lombardy Poplars.  
A select lot of trees in all sizes—transplanted.  
APPLES, 1 and 2 year old; all grades and all standard varieties. Nice stock.  
PEACH, 1 yr. old. Heavy stock. All leading kinds and all grades. Write us for special prices on large lots.  
GRAPES, 1 and 2 year.  
ASPARAGUS, 2 yr. old. Can make very attractive prices.

#### MISCELLANEOUS

A good stock of flowering shrubs, shade trees, etc.

SEND US YOUR TRADE AND WANT LIST.

**FRANKLIN DAVIS NURSERIES, Inc.,**  
**404 W. Baltimore Street, Baltimore, Md.**

MOSS:—Finest in U. S. next summer. Mail us your surplus Lists now and you get low prices on moss Next Summer. That's fair! Don't forget.

GOBLEVILLE, MICH., NURSERIES

#### ORIENTAL PLANTS IN CAR LOAD LOTS

Sizes 1¼ to 2½ caliper. Have been grown especially for street planting (most of them 6 ft. apart each way). **NORWAY** and **SUGAR MAPLES** Cutoff trees, 3½ to 5 in. cal., 8 to 14 ft. spread of head, all shipped from Mt. Holly, N. J.

**FRANK HAMILTON**

471 Irvington Ave.,

Elizabeth, N. J.

#### SURPLUS

Grape Vines in all grades, Agawam, Catawba, Clinton, Concord, Diamond, Niagara, Lindley and Salem. **Currents**, Cherry, Fay, Wilder and White Grape,—Stock is first class in every respect and ready for shipment. Send list for prices.

**R. B. GRIFFITH,**  
Fredonia, N. Y.

## JUNE BUDED PEACH TREES

All leading commercial sorts

1 YR. APPLE

STRAWBERRY PLANTS

Large supply. Write us.

**Chattanooga Nurseries, Chattanooga, Tenn.**

Warden

Niagara

Moore's Early

Campbell's Early

Delaware

Concord

## GRAPE CUTTINGS

CHARLES NASH, Nurseryman  
Three Rivers - - - Michigan



## ROSA MULTIFLORA JAPONICA

**SEEDLINGS, 1 yr. 1-1½, 2-3, 3-4, 4-5, 5-6 m|m.**

Suitable for budding. The smallest size will take the bud.

**SEEDS, unhulled, per pound.**

This is the best stock for budding Roses. Seeds can be shipped at once. Seedlings in early Spring. Write for prices and particulars.

**McHUTCHISON & CO., 95 Chambers St., New York**

### STRAWBERRY PLANTS

Leading standard and Everbearing varieties, let us handle your strawberry plant orders, shipping to you or direct to your customers, using your tags. Our Stock is Grown Right, Packed Right and True to Name. We are located in the largest strawberry center in the world. Would be pleased to quote you.

### BUNTINGS' NURSERIES,

**G. E. Bunting & Sons,  
Selbyville - Delaware**

### P. D. BERRY & SONS

are offering for late winter or early spring, 1921, Spirea Van Houttei, 3 to 4 ft., fine stock. Cuthbert, King, St. Regis, Cumberland, Kansas, Gregg and Plum Farmer Raspberry. Dewberry Tips, Asparagus Roots, etc. Address

**P. D. Berry & Sons,  
159 Haller St., Dayton, Ohio**

**Currants, 1 yr.**

**Perfection, Wilder, and Fays**

**The Barnes Nursery and Orchard Co.**

**Wallingford, Conn.**

### OFFERING NEOSHO QUALITY STOCK

#### ONE AND TWO YEAR APPLE including

Baldwin  
Duchess

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Rome Beauty  
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#### ONE YEAR PEACH including

Alton

Arp Beauty

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Elberta

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Greensboro

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Late Elberta

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Mayflower

#### ONE YEAR PLUM including

Endicott

Omaha

Wild Goose

#### ONE AND TWO YEAR PEAR including

Anjou

Bartlett

Clapp

Garber

Lincoln

Winter Nelis

ALSO APRICOT; CRAB; ROSES; SHRUBS; VINES;  
ORNAMENTAL TREES; IRIS; ASPARAGUS.

**NEOSHO NURSERIES CO.,  
Neosho, Missouri.**

### Don't Buy Your Fruit Tree, Canina Stock, Roses, Etc.,

Before you have seen the special offers from  
The Fruit Tree Stock Specialist

**JAN G. KLOOSTERHUIS,**

**Pomona Nurseries Gasselte, Holland**

Our only address

Established 1894 Cable addr. Kloosterhuis, Gasselte

### NORWAY MAPLES

In car lots only, from one to five inches.

### CALIFORNIA PRIVET

From four to seven feet, specimen plants.  
Extra heavy, for screen and clump planting.

In car lots.

**C. A. BENNETT**

**Robbinsville, N. J.**

## YOU NEED — WE HAVE

- 50,000 LOGANBERRY, first class tip plants
- 35,000 CURRANTS, red and black, 1 yr. No. 1
- 6,000 GOOSEBERRY, Oregon Champion, 1 yr. No. 1
- 20,000 RASPBERRY, Superlative and St. Regis, 1 yr. No. 1
- 250,000 ASPARAGUS, 6 leading sorts, extra fine 1 yr.

All clean stock not subject to quarantine. Shipment anywhere after December 15, except Logans for February shipment. Write for prices.

**CROW'S NURSERIES, Gilroy, Calif.**

On writing to Advertisers please mention the National Nurseryman.



# ROSES Own Root ROSES

For Spring Sales, No. 1 and No. 1½

Field Grown. Wire for prices.

For Nursery Row. Full list from Beds, also Baby Type 3's from field

**HOWARD ROSE CO., Hemet, California**

**STRAWBERRY, DEWBERRY, AND RASPBERRY PLANTS** of **SUPERIOR QUALITY.** My Specialty, direct to your customers under your own tags. Service the best. Also Soy beans and Velvet beans.

Get in touch with me regarding your requirements.

**V. R. ALLEN, 59 Lane Ave., Seaford, Delaware.**

## AMPELOPSIS VEITCHI

Largest stock in existence. All grades in one and two years. Two year transplanted, very fine, some 3 yr. Very heavy strong one year old. Stock for lining out very cheap.

Send for Prices.

**CHAS. BLACK,**

**HIGHTSTOWN, N. J.**

## FOR SALE

**FOR SALE**—Peach, medium and small grades, and ever-bearing Mulberry. 1000 Magnolia Grandiflora, 5 to 7 ft.

**WANTED**—Apple, Pear and Plum scions. Also Grape vines for lining out.

**SMITH BROS.,**

**CONCORD, GA.**

## WANTED

**WANTED**—Two or Three thousand Privets for grafting lilacs. Give price, variety and size.

**CEDAR HILL NURSERY,**

**2929 Colfax Ave., So. Minneapolis, Minn.**

### MEN WANTED

Experienced nurserymen to run branch nurseries. Hard work and low wages for first six months. Contract for ½ the profits to men who make good.

**LEWIS & VALENTINE CO.**

**47 W. 34th St., New York.**

**WANTED**—Single man experienced in Horticulture to care for orchards, garden, lawn, trees, shrubs, etc. Must be experienced in these lines, a real worker, clean habits and well recommended. Board and lodging go with the position. Give your qualifications and state wage expected.

**W. P. SNYDER, Supt.,**  
**North Platte, Nebr.**

### WANTED

#### A MEDIUM SIZE NURSERY

Well stocked and in good condition, also well established in a good business center. Eastern States preferred.

Address **BOX 475, Port Jefferson, N. Y.**

**WANTED**—Man with experience in propagating and growing ornamental nursery stock in Central Northern States. Must have ability to handle men successfully. State experience, references and wages expected.

**No. 67, Care of The National Nurseryman,**  
**Hatboro, Penna.**

**WANTED**—Large fruit trees, 1 to 4 in. in caliper, any varieties; large Evergreens, 6 to 20 ft.; large shade or specimen trees, 2 to 8 in. in diameter. We will do the digging.

**LEWIS & VALENTINE CO.,**

**47 West 34th St., New York, N. Y.**

**WANTED**—Young man with experience, to handle correspondence, and act as nursery salesman. Apply

**BOBBINK & ATKINS,**

**Rutherford, N. J.**

**WANTED**—Working foreman who understands budding fruit and rose stock and can handle help. Offer permanent job. Good tenement furnished. Reply stating experience, salary wanted, references, etc.

**C. R. BURR & COMPANY,**

**MANCHESTER, CONN.**

ESTABLISHED 1893

## THE NATIONAL NURSERYMAN

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock. Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

**SUBSCRIPTION PRICE \$1.50 per year in advance. FOREIGN SUBSCRIPTIONS \$2.00 per year in advance.**

**Advertising Rates on Application**

**THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated**

Subscribers to "Nurserymen's Fund for Market Development."

**Hatboro, Penna.**

When writing to Advertisers please mention the National Nurseryman.



# Retinosporus Pisifera, Squarosa Veitchii

Per 100 and per 1000

AUDUBON Nursery, H. Verzaal, Prop., P.O. Box 275, Wilmington, N. C.

ESTABLISHED 1866

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—Growers of—

Trees, Evergreens, Shrubs, Perennials, etc.

### Lining Out Stock

### NAPERVILLE, ILL.

TELEPHONE, NAPERVILLE No. 1.

### PEACH TREES

Good supply of straight well rooted trees  
STANDARD VARIETIES

W. T. Mitchell and Son  
Beverly - Ohio

For Perennials, Gladiolus, Dahlias and Cannas

Write

### WELLER NURSERIES CO.

Perennial Specialists,

HOLLAND

MICHIGAN

### PRINTING

Catalogues  
Stationery  
Business FormsThe Robinson  
Publishing Co.  
Hatboro, Pa.

Specialists in Nursery Printing

Ask for Prices.

We are the printers of this Magazine

Peach and Apple Trees

Raspberry Plants

Shrubs, Climbing Roses

In Surplus, write for prices.

### THE BARNES BROS. NURSERY CO.,

Yalesville

Conn.

## Surplus January 1st, 1921:

We shall be pleased to quote prices:

50,000	Peach Trees.
20,000	Sugar Maples—8-10, 10-12 and 12-15 ft.
20,000	Silver Maples—8 10, 10-12 and 12-15 ft.
1,000	Norway Maples, Large size.
500	Pin Oaks, Large Size.
500	Red Oaks, 8-10 ft.
2,000	Magnolia Grandiflora, 2 to 10 ft.
25,000	California Privet and 2-year—18-24, 24-30 inch.
	Also 4 year—4 to 8 ft.

Can use in exchange for the above Shrubs and Evergreens.

## W. T. HOOD & CO.,

Old Dominion Nurseries,

RICHMOND

- - VIRGINIA

## PEACH PITS

The Howard -- Hickory Co.

Hickory

- - N. C.

## The Bushel Basket Strawberry

will be grown in every garden and commercial plantation. The best seller, the greatest money maker. Get your agents at work with it. Interesting illustrated circular free.

A. B. KATKAMIER,

MACEDON, N. Y.

## EVERBEARING STRAWBERRY PLANTS

If you need Everbearing strawberry plants to fill spring orders or if you wish to increase your planting in nurseries, we can supply you with genuine PROGRESSIVE Everbearing plants, guaranteed to be TRUE TO NAME and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties growing in our experimental grounds that are not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out.

THE GARDNER NURSERY CO., Drawer 103, Osage, Iowa.

## MICHIGAN GRAPE BELT HEADQUARTERS

for

fruiting time inspected, (to verify trueness to name), Select, sprayed, brittle, well ripened, solid wood, full of life, 3-16 inch to 5-16 inch caliper, 3 buds and up, 9 inches to 11 inches long, butts packed in best quality sphagnum moss in cartoned and paper lined containers to go safely any distance, at any time, in the winter months.

## GRAPE CUTTINGS

 My 22 years experience putting up Grape Cuttings for nurserymen enables me to put up a little better quality of cuttings than the other fellow. **CHARLES NASH, Nurseryman, Three Rivers, Mich.**



# Bobbink & Atkins

Nurserymen and Florists

Subscribers to "Nurserymen's Fund for Market Development."

## RUTHERFORD, NEW JERSEY

Palms and Greenhouse Stock, Roses, Evergreens  
Trees and Perennials. Bay Trees, Boxwood, Rhododendrons,  
Andromedas, Ericas and Azaleas.  
Send us your want list. Inspect our stock.

"Quaker Quality"

Shades and Shrubs

Seeds, Peach for season 1921

**J. Van Lindley Nursery Co.**

Pomona, N. C.

## SCARFF'S NURSERY

Headquarters for

**Small Fruit Plants**

1200 Acres "At it 25 Years"

We offer for spring 1920 a good assortment of following stock and will be pleased to submit prices on your want list.

Strawberries  
Raspberries  
Blackberries  
Dewberries

Iris  
Privet  
Spirea  
Rhubarb

Asparagus  
Horseradish  
Hardwood cuttings  
Volga Poplar

See wholesale list before placing your order.

**W. N. SCARFF & SONS**  
NEW CARLISLE OHIO

## The Gardeners' Chronicle

(Established 1841)

The BEST and OLDEST horticultural paper in England. Price 6½d per week.

Send for free copy and subscription rates to:—

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W. C. 2, London, England

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Wishing to do business with Europe should send for the

### "Horticultural Advertiser"

This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, \$1.00. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

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Lowdham, Notts, England

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A WIDE-AWAKE PAPER FOR

NURSERYMEN, FLORISTS AND GARDENERS

Contains special features not found in any other trade journal.

Issued twice a month.

Price, \$1.00 a year.

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Arrow Brand

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Red Star Brand

AA West Coast Brand

Colored Raffia in 20 colors

**Bamboo Stakes, Dutch Bulbs, Hardy Lily Bulbs**

Write for prices specifically stating requirements

**McHUTCHISON & CO., 95 Chambers St., New York**

A Fine Stock of

**Norway Maple, Silver Maple, European Sycamore**

and other Ornamental Trees in All Sizes

A beautiful lot of CUT LEAF BIRCH 8-10 ft. and 10-12 ft.

Hardy Shrubs of all kinds

Also a limited supply of Fruit Trees and Small Fruit Plants.

**T. B. WEST**

**Maple Bend Nursery**

**Perry, Ohio**

## TO THE TRADE ONLY

A general assortment of nursery stock for delivery Fall 1920 or Spring 1921.

We also have some fine blocks of Peach Seedlings, a portion of which we offer to bud on contract for delivery fall 1921. Correspondence invited.

Headquarters for Nursery Supplies

**Portland Wholesale Nursery Co.**

122½ GRAND AVENUE

PORTLAND, OREGON

### TREES

Largest assortment in New England. Evergreens, deciduous trees, both common and rarer varieties. Sturdy, choice stock that can be depended upon. Send for catalog and special trade prices.

**The Bay State Nurseries**

North Abington  
Mass.

### SHRUBS

This New England soil and climate produce fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists let us est.



# FRAMINGHAM QUALITY NURSERY STOCK

for

## YOUR RETAIL TRADE

We grow the grade of evergreens, trees, shrubs and vines that will bring repeat orders from your customers.

Now is the time to prepare for Spring business. Make us a visit. Inspect our stock and reserve what you require for Spring shipment.

**Framingham Nurseries**  
FRAMINGHAM  
MASS.

# NURSERY BANDS

Manufacturers of

## STEEL BOX STRAPPING

FOR

## NURSERY PURPOSES

**SPECIAL OFFER**—We offer all or any part of an accumulation of long Nursery Bands one inch in width and sixty inches to one hundred and twenty inches in length, at a reduction of twenty dollars a ton. This offer holds good until stock is disposed of.

WRITE US

COVERING YOUR WANTS IN STEEL BANDS

**American Steel Band Co.,**

888 Progress Street,

ALLEGHENY, PA.

## We Offer For Spring Trade

A considerable quantity of English Beech, Oriental Planes, Catalpa Speciosa, White Dogwoods, American Elms, Horsechestnuts, American Judas, Koelreuterias, American, English and Silver Lindens, Norway Ash Leaved, Sycamore, Silver and Red Maples, Pin Oaks, Red Oaks, Salisburias, Lombardy Poplars.

Many of the above can be supplied in heavy caliper. Write for particulars and prices.

**The Rakestraw-Pyle Co.,**  
KENNETT SQUARE, PA.

## HILL'S EVERGREENS

Since 1855

For Fall 1920 and Spring 1921 delivery we have a large stock of choice and rare varieties of Evergreens for nursery planting. We also have a good supply of Deciduous Trees and Shrub stock for lining out. Careful packing given special attention. Trade List for Nurserymen only is now ready.

**The D. Hill Nursery Co., INC.**  
Evergreen Specialist---Largest Growers in America  
Box 401. Dundee, Illinois.

## LINING OUT STOCK

DEMAND . . . . . Great

SUPPLY . . . . . Limited

Send for list at once  
and order promptly.

**THOMAS B. MEEHAN CO.**

Wholesale Nurserymen,  
Dresher, - Penna.

**Peonies** A SPECIALTY  
The cream of 1200 sorts

Some extra new ones  
**THE WORLD'S BEST!**

Eighteen Acres  
Write for our List  
Cannas, Dahlias and Gladioli  
**C. BETSCHER, Dover, O., U. S. A.**





## Harrisons' Specimen Evergreens

### SPECIMEN EVERGREENS

20	Spruce, Koster's Blue	10	ft.	50	Arborvitae, Fernlike	7	ft.	50	Retinospora, Golden Peafruted	8	ft.
50	" " "	9	ft.	50	" " "	6	ft.	50	" " "	7 1/2	ft.
200	" " "	8	ft.	100	Cedar, Blue Virginia	7	ft.	100	" " "	7	ft.
200	" " "	7 1/2	ft.	100	" " "	6 1/2	ft.	100	" " "	6	ft.
3	Spruce, Colorado Blue	12	ft.	10	Cedar, Indian	15	ft.	200	Retinospora, Jap. Peafruted	6	ft.
10	" " "	10	ft.	10	" " "	12	ft.	200	" " "	5 1/2	ft.
100	" " "	9	ft.	10	" " "	10	ft.	300	" " "	5	ft.
200	" " "	8	ft.	200	Cedar, Red	8	ft.	300	" " "	4 1/2	ft.
300	" " "	7	ft.	300	" " "	7 1/2	ft.	300	Ret. Japanese Plume Like	6	ft.
300	" " "	6	ft.	300	" " "	6	ft.	400	" " "	5 1/2	ft.
20	Spruce, Colorado Green	9	ft.	300	Cypress, Glory of Boskoop	12	ft.	300	" " "	5	ft.
40	" " "	8	ft.	3	" " "	15	ft.	300	" " "	4 1/2	ft.
40	" " "	7	ft.	3	" " "	10	ft.	300	Ret. Japanese Golden Plumelike	8	ft.
40	" " "	6	ft.	15	Fir, Cephalonian	9	ft.	300	" " "	7 1/2	ft.
500	Spruce, Norway	12	ft.	20	" " "	8	ft.	300	" " "	7	ft.
600	" " "	10	ft.	50	" " "	7	ft.	300	" " "	6 1/2	ft.
1200	" " "	9	ft.	50	" " "	6	ft.	400	Ret. Japanese Thread Like	6	ft.
2400	" " "	8	ft.	50	" " "	5 1/2	ft.	300	" " "	5 1/2	ft.
2400	" " "	7	ft.	300	Fir, Nordmans	4	ft.	300	" " "	5	ft.
1200	" " "	6	ft.	400	" " "	8	ft.	300	" " "	4 1/2	ft.
75	Spruce, White	16	ft.	300	" " "	7 1/2	ft.	20	Retinospora, Sulphur Tinted	5	ft.
75	" " "	14	ft.	300	" " "	6	ft.	20	" " "	4	ft.
8	Spruce, Douglas	10	ft.	300	Canadian Hemlock	8	ft.	300	Retinospora Veitch's Japanese	8	ft.
100	" " "	7	ft.	300	" " "	7 1/2	ft.	300	" " "	7 1/2	ft.
100	" " "	6	ft.	400	" " "	6	ft.	300	" " "	7	ft.
50	Spruce, Oriental	5	ft.	500	" " "	5 1/2	ft.	300	" " "	6 1/2	ft.
50	" " "	4	ft.	100	Juniper, Schotts	6	ft.	50	Retinospora, Japanese Graceful	7	ft.
300	Arborvitae, American	10	ft.	20	Pine, Austrian	10	ft.	50	" " "	6	ft.
600	" " "	9	ft.	50	" " "	8	ft.				
900	" " "	8 1/2	ft.	150	" " "	6 1/2	ft.				
1800	" " "	8	ft.	250	" " "	5 1/2	ft.				
2600	" " "	7 1/2	ft.	300	" " "	4 1/2	ft.				
1800	" " "	7	ft.	20	Pine, Scotch	8	ft.				
900	" " "	6	ft.	20	" " "	7	ft.				
1000	Arborvitae, Chinese	9	ft.	50	Pine, White	4	ft.				
1000	" " "	8	ft.	150	" " "	3 1/2	ft.				
1500	" " "	7	ft.								
1000	" " "	6	ft.								

## HARRISONS' NURSERIES

J. G. HARRISON & SONS

Berlin,

Maryland





# THE NATIONAL NURSERYMAN



MARCH 1921

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
Cuthbert Raspberries  
Spiraea Van Houtte  
Other Ornamentals  
Shrubs

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**  
Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons CO.'s Celebrated  
Graft and Stock Planter and Firmer

## Strawberry Plants Everbearing and Standard

From November 1 to May 1

We can supply you healthy true-to-name, well-rooted plants. Fresh dug every day. Can ship to you or direct to your customers. Let us handle your Strawberry plant business this year. Our plants please our customers. They will please yours. Write for trade prices.

**The W. F. Allen Company**  
Strawberry Specialists,

Salisbury,



Maryland

## Mount Arbor Nurseries,

E. S. WELCH, President.

125 Center Street, Shenandoah, Iowa

We offer for the spring trade, one of the largest and most complete lines of general nursery stock in the United States.

### Fruit Tree and Rose Stocks

Mahaleb, French Pear, Manetti, Multiflora and Holland Rugosa Rose Stocks.

### Forest Tree Seedlings

### Roses

Baby Ramblers, Climbing, Hybrid Perpetual and Tea.

A complete line of fruits as well as ornamentals.

Ask for spring trade list and bulletins.

## AS SURE AS YOU ARE A FOOT HIGH

many items will be out of the market just when you want them. So why not get our Bulletin right now—a postal card with business address will bring it—and you must be interested in the following:

APPLES, a general list—good kinds too.

PEARS, big quantity Bartlett. Also other varieties, 3 yr. old. Fine for retail trade.

DWARF PEARS too, at right prices.

CHERRIES, not long on—mostly sour varieties.

PEACHES, take no back seat in growing this item. Lots of Elberta, Carman and J. H. Hale.

ORNAMENTAL TREES, Norway, Silver and Ash Leaf Maples, from 6 ft. up to 15 ft. high.

EVERGREENS, about cleaned out, except Arbor Vitae—a good quantity from 12 in. up to 6 ft.

BERBERRY THUNBERGII, you know we are the largest growers in the world. 2-3 ft., 18-24 in. and 12-18 in. grades. Also Seedlings.

CALIFORNIA PRIVET, some nurserymen say it is out of the market—come to us—can offer you 2-3 ft., 18-24 in. and 12-18 in. strong 2 yr. grade.

AMPELOPSIS VEITCHII, strong 2 yr. grade. Also Seedlings at very low prices.

FRENCH APPLE AND ROSE STOCK, quoted here at Manchester. Most of them trimmed ready to plant.

ORNAMENTAL SHRUBS, you should see our list before you buy.

ROSES, Climbing and H. P., a long list of scarce kinds.

Please let us hear from you if you want SERVICE and GOOD STOCK this Spring. WE CAN SERVE YOU RIGHT.

**C. R. BURR & COMPANY**

Manchester, Conn.



The  
Preferred  
Stock



The  
Preferred  
Stock

## As You Sow

you shall reap and the man who orders a fairly liberal supply now will find himself a winner when planting season opens and he has on hand the stock with which to do business.

Some stock is very scarce, other articles will be before spring, all lines are moving.

Bulletin No. 4 will be mailed March 1st. It contains some new and very special offers. Be sure that you get one and read it over carefully. We produce high grade stock, and sell it in wholesale quantities to the **TRADE** only.

**Jackson & Perkins Company**

Newark, - - New York State.

The  
Preferred  
Stock

The  
Preferred  
Stock

# EVERGREENS

Seedlings—Transplants—

Cuttings grown under glass

## MILLIONS OF THEM

Arborvitae—American  
Arborvitae—Compacta  
Arborvitae—Douglas Golden  
Arborvitae—Hoveys Golden  
Arborvitae—Pyramidalis  
Arborvitae—Siberian  
Arborvitae—Tom Thumb  
Arborvitae—Orientalis  
Arborvitae—Globosa  
Pine—Austrian  
Pine—Jack  
Pine—Pitch  
Pinus Flexilis  
Pinus Ponderosa

Pine—Scotch  
Pine—White  
Pinus Densifolia  
Spruce—Colorado Blue  
Spruce—Douglas  
Spruce—Englemans  
Spruce—Norway  
Spruce—Red  
Juniper—Irish  
Juniper—Sabina  
Juniper—Tamariscifolia  
Juniper—Monosperma  
Retinespora Pisefera  
Retinispora Plumosa

Also a list of Apple, Shade Trees, Hedge Plants, Shrubs, Vines, and Peonys.

Send for our latest Wholesale List.

## Sherman Nursery Co.

Charles City, Iowa

We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

COLLECTORS OF TREE SEEDS

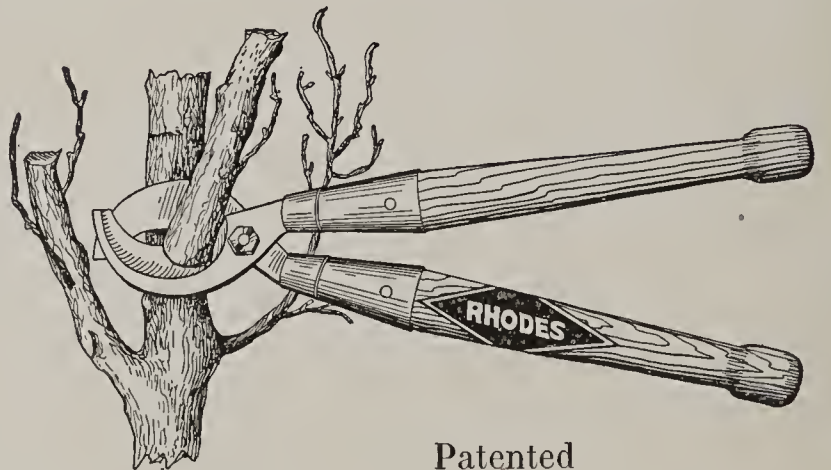
THE  
**North-Eastern Forestry Co.**

**CHESHIRE**  
...Connecticut...

Subscribers to "Nurserymen's Fund for Market Development."

## RHODES DOUBLE .. CUT .. PRUNING SHEARS

In Use Throughout the World



Patented

The finest cutting and best made pruner on the market and the only one that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes.

They are advertised in all the leading journals throughout the country and will prove a profitable line for you to handle. All goods delivered.

Send for circular and trade discounts.

## Rhodes Mfg., Co.

524 S. Division Avenue,  
Grand Rapids, Mich.



# PAINESVILLE NURSERIES



## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

Subscribers to "Nurserymen's Fund for Market Development."

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## ROSE STOCKS

We offer for the budding season of 1921 one-year seedlings of our own growing of Rosa Japonica Polyantha Multiflora.

This is, without question, the best stock for this purpose yet found. It is exceptionally hardy, makes a wonderful root system, and infuses unusual vigor into the bud.

And, perhaps, more important than all, it almost never throws up a sucker from the root.

Prices and Samples sent on request.

**GEORGE H. PETERSON, Inc.**

*Rose Specialist*

FAIR LAWN, N. J.

## A Complete Line

We still have unsold a good assortment of Fruit Trees, Small Fruits and Hybrid Tea Roses.

Large Supply of  
**Ornamental Trees, Shrubs,  
Perennials,  
Vines, Evergreens.**

**W. & T. SMITH COMPANY**

GENEVA, N. Y.

74 Years

1000 Acres

Subscribers to "Nurserymen's Fund for Market Development."

## Heikes—Huntsville—Trees



Now is a good time to check up your needs in all kinds of stock and cover your shorts.

We have just completed our counts and can state our actual surplus of PEACH, PEAR, PLUM, APRICOT, etc. Our peach this year are hard to beat; they are splendid trees in assorted grades and standard varieties. The pear are nice, stocky, one-year trees and are sure to please the most critical.

We still have a good assortment of SHADES, SHRUBS, PRIVETS, JUNIPERS and other CONIFERS.

Our surplus list is now ready. Write for your copy.

All of the stock can be shipped quickly or held until later. Special attention to large orders BUT we can also give the small buyer REAL SERVICE.

The stock is all of our own growing.

**THE HUNTSVILLE WHOLESALE NURSERIES, INC.,**

HUNTSVILLE, ALA.

## A Complete Variety of Nursery Stock



60000

Norway and American Elm  
fine stock in car load lots or less



**C. M. Hobbs & Son**  
**BRIDGEPORT - - Indiana**



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXIX.

HATBORO, PENNA., MARCH 1921

No. 3

## Is Our Work as an Association for the Past Five Years to be Scrapped

Events of the past few weeks have suggested to my mind the above question, and in view of the fact that I have given more or less thought to Association affairs for some years and that I believe I know pretty well the sentiment of the large majority of the membership, is the occasion of this article.

When I retired from the presidency in 1918, having served the Association for practically two years as its chief executive, I found it incumbent to devote practically every minute of my time to my own affairs, but there has not been an hour since our memorable meeting at Detroit in 1915 when I have not been willing to do everything within my power to further the plans launched at this meeting.

To answer the question which I have already raised it is perhaps not out of place to review somewhat the accomplishments of the Association during this period, and while this is all history we are inclined to forget what has been accomplished for the very simple reason the "mills of the gods grind slowly." First I want to say that in 1915 at Detroit there was not a thinking man among us but who realized there was something radically wrong with the nursery business, and while the leaders in the organization were assiduously endeavoring to work out some plan which would better the conditions of the nurserymen, another group of men had met prior to the opening of the convention and for several days had wrestled with the same problem. Therefore, as has been suggested several times, the minds and hearts of the men making up this convention were ready for a change in the policies of the Association. You could hear it said on every hand that the Association in the past had accomplished little in a constructive way and that the time had come for "a launching out into the deep and a letting down of the net." A committee of twelve men, of which I had the honor of being chairman, was appointed to submit to the Association plans for reorganization, and it will be remembered by those who were present that the plans outlined were accepted by a unanimous vote of the convention. Let it be said right here to the credit of the officers of the A. A. N. that there has not been an hour since that day to this that has not shown progress, notwithstanding the fact that it has been equally true that a small minority of the membership has from that hour to this criticised intemperately the efforts that were being made. Every president and every Executive Committee has once a year been directed by resolution and otherwise to go forward in the work planned, and each year we have gone just a little further toward the goal. It would have been remarkable had not criticism of what is being attempted come, and come from the identical

source to which it can be traced. The plans we have been working under interfere somewhat with the individuality of the membership, but it is believed, and, I take it, rightly, that we can afford to give up something in an individual way if, thereby, the whole will be benefited. I am well aware of the fact that in the minds of some of our good friends I have been classed as a dreamer, and perhaps there is some truth in all of this, but if I have had a dream it has been with an earnest desire that the conditions of men engaged in a like business with myself might be benefited.

In 1915 I believe that the business was at the lowest ebb it has ever been since I have been engaged in the nursery business, and because of this fact we were perfectly honest with ourselves and willing to accept a condition that was really alarming. We were willing at that time to go so far as to agree that the policies of a large number of nurserymen were wrong, ethically, and some of us had the courage to say so, and from that time to this we have been honestly and everlastingly endeavoring to correct many conditions which we knew were not right. In other words, this has been a five years of house cleaning, and it is but natural that our feelings have become somewhat ruffled in the ordeal. From time to time our constitution has been changed to make it possible to effect reforms that we all realize are necessary, until today it is a recognized fact that a man cannot retain membership in the American Association of Nurserymen and do as he pleases unless he pleases to respect the rights of others.

An editorial in one of the trade papers recently makes the statement that in all probability the reorganization in 1915 was brought about by outside interferences, suggesting that certain journals were responsible for the inauguration of this move. This is clearly an error for, as I have already stated, there was a feeling on the part of the nurserymen everywhere that there was something radically wrong and a demand within our own forces to right that wrong if possible. It was not, therefore, from any outside influences that the work was launched.

We did not proceed very far with the plans that were embraced in the committee's report at Detroit before it became apparent that we needed an amendment to the constitution which would give our officers the power to do the things which we all recognized should be done and, as a result, we have Article IX of the constitution which someone has suggested more than once is the heart of the whole thing, and which I verily believe is the bone of contention rather than the Association's trade mark. I am wondering if any member, believing that Article IX interferes with his personal rights, would move that



said Article be stricken from the constitution, and I am wondering, furthermore, if any man has the right to operate his business in conflict with this Article of the constitution.

I believe I have read every word that has been written in criticism of the Association's trade mark and, while it may be attributed to my inherent dullness, I am unable to see anything worth while in any criticism that has ever been made. My personal opinion is that the Market Development Committee, with our very efficient secretary, Mr. Watson, have placed the Association under lasting obligations to them by the splendid constructive work that has been done thus far, and I believe, furthermore, that fully ninety per cent. of the membership of the American Association of Nurserymen are in accord with this position. This whole question resolves itself into a broad progressive policy benefiting the nursery interests of America against the reactionary thought of a few who feel able to take care of themselves. We see the same thought expressed in our political, religious, and social life, and for my part I want to throw my influence on the side of progress. I am unwilling to see the splendid work that has been accomplished during the past five years junked, and I do not believe it will be junked. No one would regret more than I to see any member withdraw from the Association, but the majority must rule, and the majority stands square for the policies which are now the approved policies of the Association. I do not believe the editorial in the *National Nurseryman*, under the heading of "Trustworthy Trees," reflects the opinion of the majority of the members of A. A. N., and until the membership speaks for itself I shall continue to believe that it stands for progress. I do believe that we have done a great work during the past five years, and while I am cognizant of the fact that there is yet much to do, I believe that as the years go by we will meet and solve the problems which confront us, and solve them for the good of the whole. For my own part, and I would not refer to this were it not for another article appearing in the *National Nurseryman*, "The Passing of the Old Guard," in my humble way I have done what I could as well as my limited ability permitted, and I have the consciousness that I have done this in an unselfish manner. I do not mind particularly being referred to in a sarcastic way as a "Moses, Etc.," or as a dreamer, and in all of this I have had the consolation of having seen a large part of my dream come true, and I again say I do not believe I misunderstand the temper of the rank and file of the Association. They are not going to stand for the scrapping of the work that has been done during the past five years, and, if I read aright the mind of the membership, it will approve of the constructive work accomplished thus far, endorse in the heartiest possible manner, "Trustworthy Trees and Plants," and direct their officers, as they have in the past, to prosecute the work along lines outlined. I am not satisfied with Article VII of the constitution as it relates to membership fees and dues because this basis is a compromise and is unfair to the smaller nurseryman. I want to see this wrong corrected and I want to see it corrected at the next meeting of the Association. The basis of dues and fees is not equitable, and because it is not equitable it should be adjusted.

There may be and there will be many changes which we shall make from year to year, but I believe all of these changes will be made in line with progress. There must be and there will be no backward step. The Association is going to live and render the highest possible type of service to its members, and any man, I care not who he is or where he hails from, will find himself exceedingly embarrassed if he gets in the way. Our work as an Association for the past five years will not be scrapped.

J. R. MAYHEW,

Waxahachie, Texas, February 19, 1921.

### COST OF PRODUCTION

*Read at the Annual Meeting of Pacific Coast Association of Nurserymen, by Charles T. Trotter, Sardis, B. C.*

In figuring costs you must bear in mind that you want to find out how much it costs you to reproduce your last season's trees, and divide that by the number of trees that you may reasonably expect to sell, ship and collect for. And to arrive at this, there is no set form and no patent device that will give you a reliable result. You must keep books, and from these books find out how much money you spend in your business; not how much you should spend, but how many dollars in total get away from you. Then when you have arrived at the number of trees that sell and ship, and the cost of selling and shipping them, which is the other side of your calculation, you will find that all the preliminary items as suggested in a uniform cost finding system is probably less than half your total cost, and that you will not be getting rich very fast.

One of the evils from which Nurserymen have suffered in the past is the pernicious practice of taking inventories of their stock on July 1st, valuing the number of trees shown in such inventories at approximately a wholesale price, and then making up a Profit and Loss statement based upon the result so obtained. Do nurserymen propose to pay Income Tax upon such figures this year without making any provision for the inevitable loss that will result at some future date when their precious inventories have to be revalued upon an entirely new and lower basis?

The cost of your trees is the amount of money you have actually spent, and until that has been covered you have made no profit, for until you have replaced and paid for the replacement of the trees you shipped, and the culls, and the ones that never grow, you have accomplished nothing. So my suggestion is that, since cost finding should be the important factor in price-making deal with total expenditure in dealing with your costs, and then see that your prices are adequate to cover those expenditures and leave a little over for profit.

In past years there has been little or no attempt to arrive at the actual cost of producing a tree and as a consequence the price has been set mainly by underselling the "other fellow," and buyers, getting accustomed to such methods would go the rounds for lowest quotations, with the result that some one would supply the stock at a price that would not cover the cost of production, but the vendor, being in blissful ignorance of this fact, would



think he had done a fine stroke of business. This method, or, I should say lack of method of conducting the business has "to my mind," done more to degrade our business in the eyes of an intelligent public, than any other feature. Our business must be elevated to a higher standard, financially and morally, by adopting more business-like methods in the conduct of each and every department of our work, if we are to command the respect of the business and tree planting community in which our respective lots are cast.

The nurseryman should be a man of wealth and influence in his community of action, instead of having to resort to all kinds of questionable methods in order to finance his business, and he can reach that point only by securing for his product a price that will not only cover his outlay in cash, but leave him a substantial profit on his investment, and he can only arrive at this price intelligently by adopting a rigid cost system, which will at any time show him just where he stands. Nursery stock in the past has been considered of little value by the planter, inasmuch as the producer of trees has not had backbone enough to ask a fair price for his product, for the reason that he was not aware of the actual cost of production.

Young men who intend to make a life work of growing and selling nursery stock, should undergo a thorough training in business methods as well as in the science of growing and handling trees, so that they can be looked upon by the general public as real authority on all matters horticultural, and at the same time be able to conduct their business on sound business principles, which will ensure profits in accordance with the importance and high standing of the occupation, to which they have given their time and ability.

Nurserymen in the past have belittled their business by placing too low a money value on their product, and by not considering the importance of their product to the best interests of their country, and I am very glad to see a great change in this respect during the past year or two, chiefly because some of our leaders have grasped the opportunity which has opened up to us recently in changed conditions, and who were big enough to pass it on to others in the business, and which I trust will lead to a great advance in business methods, as well as in wealth and prestige, and the placing of our chosen work on a pedestal never reached before.

The status of the real nurseryman should be such that intelligent planters would naturally turn to him for his supply of trees, even at high prices, rather than to look to the inexperienced small grower, who may offer his unreliable product at one half the price. In this way the small unreliable farmer nurseryman may be eliminated, and his unbusiness-like methods of "butting in" where he is not wanted, discouraged.

The Guaranty Nursery Co. in line with its general growth during past three years, has started a branch agency business under the name of The Genesee Nurseries. Mr. Frank Johnson will be general manager with offices in Cutler Building, Rochester, N. Y. The business will be exclusively retail.

## LIBERAL PROVISION MADE FOR PLANT INTRODUCTIONS UNDER QUARANTINE NO. 37

In addition to the unlimited commercial entry which is permitted under Quarantine 37 of certain classes of plants, it is perhaps now generally understood that provision is made under Regulation 14 of this quarantine for the importation of all other plants whatsoever in quantities to meet any legitimate introduction needs.

In order to give a fair opportunity to secure necessary stocks for such purposes, the Board will issue to all applicants during the first two-year period of the quarantine special permits for any particular plant variety, new or old, unavailable commercially in the United States. In other words, such permits will not be refused to late-comers because permits for perhaps adequate quantities of the plant concerned have already been issued to others. A two-year period, however, would seem to be sufficient to allow practically all plant propagators opportunity to stock up with unavailable plants. Thereafter the issuance of permits for such plants will be made absolutely dependent on a showing of need and of commercial unavailability in the United States. It should go without stock up with unavailable plants. Thereafter the issuing that this provision will not restrict the issuance of new plant creations or discoveries.

This decision of the Board is to correct a situation which had arisen in the administration of the quarantine where permits were being refused with respect to plants for which entry had previously been authorized and it was felt that it was better to give all an opportunity for a definite period to secure any of the plants which had once been authorized rather than to arbitrarily stop the issuance of permits perhaps after only a few individuals had secured the plants in question, under the belief that sufficient stocks of these plants had already been imported.

Importers and the public probably now fully understand that importations under special permits are only for reproduction purposes and the plants so imported must be kept for a period of one to five years, designated in the permit, and employed for such reproduction purpose under the control of the Board and subject to such inspection from time to time as the Board may require.

In this connection it may be a matter of interest to state that special permits under Regulation 14 have been issued authorizing importation of approximately 5,000 different varieties of plants! Many of these varieties have been included in many different permits and the importation of some of them, notably in the case of bulbs and bulblets, has been authorized in very large quantities. Since the quarantine was promulgated some 650 permits have been issued for the entry for this purpose of the so-called "prohibited plants." These permits authorize the importation, if they can be found for purchase abroad, of upwards of 16,000,000 plants, including bulbs and bulblets, and also several hundred thousand ornamentals and other plants! Importations made under these permits are now being successfully propagated and reproduced in hundreds of establishments in some twenty-five different States.

The policy of the Board and Department has been lib-



eral as to the amount of plants which may be imported under these permits with the intention of giving ample opportunity to establish reproduction enterprises on as large a commercial scale as the market demands of this country warrant, and with the object of eliminating as rapidly as possible the dependency on foreign supplies and thus attaining the main purpose of the quarantine in greatly lessening the risk of entry of new plant pests.

ANNUAL MEETING OF THE CONNECTICUT NURSERYMEN'S ASSOCIATION

The 14th annual meeting of the Connecticut Nurserymen's Association was held at the City Club in Hartford, Conn., on February 10th.

President Chester F. Brainard, of Thompsonville, presided at a lively business session in the morning. A splendid dinner at which the wives and sweethearts of the Nurserymen were present, followed.

In the afternoon the ladies attended a theatre party at the Capitol Theatre while the men listened to several very interesting addresses. The advent of the apple, thorn skeletonizer and the European Mite are new pests added to the trials of the nursery business, said Dr. William E. Britton, state entomologist. Kenneth Gillett, of Southwick, Mass., spoke on "Native Plants and Their Uses." John Barnes, of Yalesville, spoke on the "Duty of the Nurseryman to His Customers." State Forester Walter O. Filley, of New Haven, gave some interesting information in his talk entitled "Thoughts of Interest to Nurserymen," and Dr. G. B. Clinton, of New Haven, enlightened the Nurserymen on "Fungei."

The following officers were elected to serve during the ensuing year:

- President—Henry W. Gottschalk, Manchester.
- Vice-President—William W. McCartney, New Haven.
- Secretary—Frank J. Rippin, Manchester.
- Treasurer—William W. Hunt, Hartford.

President Gottschalk appointed the following committees:

- Executive—The officers, C. R. Burr, Manchester; F. S. Baker, Cheshire; W. E. Campbell, New Haven.
- Legislative—C. F. Brainard, Thompsonville; John Barnes, Yalesville; C. R. Burr, Manchester.
- Entertainment—R. M. Hubbard, Bristol; W. E. Campbell, New Haven; C. F. Brainard, Thompsonville.
- Publicity and Membership—F. L. Thomas, Yalesville; W. E. Campbell, New Haven; F. S. Baker, Cheshire.
- Ladies' Committee—Mrs. C. R. Burr, Manchester; Mrs. H. W. Gottschalk, Manchester; Mrs. F. J. Rippin, Manchester; Mrs. P. M. Hubbard, Bristol; Mrs. W. E. Campbell, New Haven; Mrs. F. S. Baker, Cheshire; Mrs. C. F. Brainard, Thompsonville; Mrs. John W. Barnes, Yalesville; Mrs. W. W. McCartney, New Haven.

NOTES

Campbell is responsible for the presence of the ladies. He made an eloquent plea at the summer meeting in behalf of the ladies. Wanted us all to bring our wives and sweethearts—give them a good time, he said. So, "old man" Burr over in Manchester, closed up his office and sent all the girls in for good measure. And Campbell—left his wife home, 50 miles away, playing bridge. Won-

der if the cuss had anything up his sleeve?  
George H. Harris late of Greenbrier, Tennessee, now with C. R. Burr & Co. of Manchester, attended the meeting.

OHIO STATE NURSERYMEN'S ASSOCIATION

The 14th annual meeting of the Ohio State Nurserymen's Association was held at the New Southern Hotel, Columbus, O., February 3rd, 1921.

There was a good attendance, almost every nursery of the state being represented. Out of state nurseries were Jackson & Perkins, Newark, N. Y., Rice Bros. Co., Geneva, N. Y., and F. H. Stannard & Co., Ottawa, Kans.

The meeting was called to order by President, W. F. Bohlender at 10.00 a. m. After the transaction of the business of the Association, the program covering matters of vital interest to our members was presented and discussed. The general feeling of the members of the Association was optimistic and a good healthy spring business predicted.

The Farm Bureau with 75,000 paid members at \$10.00 each was in session in the Capital during the week and this was pointed out as a good field for educating the public in general to the importance of planting our products and showing the class of stock we handle by placing on exhibit at the next Annual Farm Bureau Meeting, a display of general line of nursery stock showing different grades, size and shape of commercial planting stock.

Ohio nurserymen are cooperating as never before for the general good of the industry and for the public in general who are the planters and final owners of our products.

The following officers were elected for the coming year.

- President—Charles Ernst, Eaton, O.
- Vice President—T. L. Byers, Clyde, O.
- Treasurer—A. R. Pickett, Clyde, O.
- Secretary—Clarence Siebenthaler, Dayton, O.

SCIENTIFIC ASSISTANT

The United States Civil Service Commission announces an open competition examination for scientific assistant on April 13 and 14, 1921. To fill vacancy in the Department of Agriculture, for duty in Washington, D. C.

Salary ranges from \$1,320.00 to \$1,620.00 a year.

<i>Subjects</i>	<i>Weights</i>
1. Arithmetic (fundamental rules, common and decimal fractions, percentage and their business application) . . . . .	10
2. Report writing . . . . .	10
3. Practical questions on each optional (scientific) subject chosen . . . . .	30
4. Thesis (to be delivered to the examiner on the day of the examination) . . . . .	15
5. Education, training, and experience in each optional (scientific) subject chosen . . . . .	35

Total . . . . . 100  
Those interested apply for Form 131 B for full particulars.



# Princeton Products

are

## Ornamental



Trees, Shrubs and Evergreens  
of high grade  
for the wholesale trade

### Princeton Nurseries

Princeton in New Jersey

March, 1921.

## Are You Troubled

with lost or "astray" shipments of nursery stock,  
to say nothing of other difficulties experienced  
through the use of "cheap" tags?

Get rid of your shipping troubles, just "put it  
up to Denney" to make 'em right.

*"Denney Tags get there with the goods"*

Tags for every need of the nurseryman and a  
reputation for giving you "what you want when  
you want it." Write us about it TO-DAY.

*Rawhide Shipping Tags and Tree Labels.*

## The Denney Tag Co.

West Chester, Pennsylvania

## We have One Year Apple

to offer in the following varieties and can furnish these in

4 to 6 ft. grade

3 to 4 ft. grade

2 to 3 ft. grade

McIntosh Red  
N. W. Greening  
Red Astrachan  
Red June  
Rome Beauty  
Staymans Winesap  
Winesap  
Winter Banana  
Wealthy  
York Imperial  
Yellow Transparent

Ben Davis  
Baldwin  
Blk. Ben Davis  
Delicious  
Early Harvest  
Grimes Golden  
Gano  
Jonathan  
M. B. Twig  
Maiden Blush

We also have to offer Grape Vines in one year No. one  
and One year No. two in Concord, Niagara, Moore's Early,  
Worden, Moore's Diamond and a few red sorts.

We have as fine a lot of Apple Seedlings as you ever  
saw and can furnish these in all grades.

Can supply roses in the following varieties, as well as a  
limited number of some other sorts.

American Beauty  
Etoile de France  
Etoile de Lyon  
Frau Karl Druschki  
Gruss an Teplitz  
General Jacqueminot  
Kaiserin Augusta Victoria

LaFrance, pink  
LaFrance, white  
Meteor  
Mad. Caroline Testout  
Paul Neyron  
Pink Cochet  
Sunburst

White Cochet

All stock offered above is for late fall or early spring ship-  
ment. In addition to the items mentioned we will have a  
good assortment of two year apple in all grades as well as  
peach trees.

### F. H. STANNARD & CO.

Ottawa - - - Kans.

## L. R. TAYLOR & SONS

TOPEKA, - - - KANSAS

**SPRING OF 1921**

**A Fine Lot of**

**APPLE SEEDLINGS**

**French and Japan Pear Seedlings**

**FOREST TREE SEEDLINGS**

**-ALSO-**

**Apple Trees**

**Peach Trees**

**Pear Trees**

**Cherry Trees**

**Forest Trees**



# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902

Published monthly by

THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor .....ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance ..... \$1.50  
Foreign Subscriptions, in advance ..... \$2.00  
Six Months ..... \$1.00

Advertising rates will be sent upon application. Advertisements  
should reach this office by the 20th of the month previous to the date  
of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by the  
Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Flourtown, Pa., and should be mailed to arrive not  
later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at  
Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., March 1921



## THE NURSERYMAN'S PUBLICITY CAMPAIGN

There are two kinds of publicity  
one may be termed notoriety, and  
the other popularity.

The kind of publicity the nursery  
trade is anxious to get is that  
which will popularize its pro-

ducts by arousing interest in them and creating desire for  
them.

Have we tied to the right trade mark to give us maxi-  
mum results along this line?

We are all gifted with remarkable powers of hindsight  
and are able critics, or perhaps the better word would  
be knockers, but what is most wanted is constructive  
criticism and courage to make a change if events prove a  
mistaken course. Those who were present at the con-  
vention when the Trademark, "Trustworthy Tree and  
Plants" was under discussion will recall there was much  
doubt in evidence as to the practicability of the policy its  
adoption entailed.

If we had stopped to think, this in itself showed a  
weakness that was fatal to a movement that required 100  
per cent enthusiasm.

If the nurserymen have not the enthusiasm themselves  
they certainly cannot inspire it in the public.

Mr. Robert Pyle gives rather a depressing view when  
he states as follows:—

## TRADEMARK

It is evident that the trade-mark should be featured in  
the advertising.

To drop it, invites an avalanche of condemnation from

all powerful mediums who so pointedly welcomed its  
adoption and use.

These same mediums would just as surely condemn in  
no uncertain terms, its omission from the advertisements,  
as an indication that the Association HAD BACKED DOWN  
IN BEING TRUSTWORTHY.

Let's not deceive ourselves on this cold, undebatable  
fact. Let's fully realize that Nursery advertising as a  
class is generally considered as far from desirable. In  
fact, many of the farm papers flatly refuse to take it.

Refuse purely and simply, because of its untrust-  
worthiness."

Such an opinion is inspired by fear and the assump-  
tion that the advertising mediums believe that the trade is  
untrustworthy.

If the powerful advertising mediums are so ignorant  
their opinion is not of much value and it certainly would  
be foolish to spend money with them to back up a false  
start.

If Mr. Pyle has voiced the truth in his last paragraph  
the nursery trade is certainly at a low ebb of morality  
and the spirit of the leaders in the trade, in a blue funk.

We need a publicity campaign all right, one that is  
fearless and one that will forget the dollar mark while  
telling the public of the wonders of God's creation that  
come to its enjoyment through the nurseryman.

A publicity that neither cringes to the good graces of a  
biased press or is merciful to a lying advertiser of nur-  
sery products.

## WILL STOCK BE AVAILABLE

The recent decision of the Federal  
Horticultural Board to permit the  
importation of seedling *Rhododen-  
dron ponticum* and *Azalea pontica*  
for grafting purposes is of doubtful value to the trade.

Plants differ from manufactured goods and even most  
raw products in that if they are not available they cannot  
be made so until the seasons come and go.

In other words if the European nurserymen did not  
prepare to grow the seedlings for export several years  
ago it is doubtful if there will be much stock on hand.

It would have been much better if the concession of  
the Federal Horticultural Board was for the years 1924  
and 1925 instead of this year and next. This would have  
given the European nurserymen a chance to work up a  
stock for export. As it is, it is doubtful if there are any  
seedlings available except fag ends or surpluses left over  
after their own grafting has been done.

Hickory, N. C., February 23, 1921.

Editor The "NATIONAL NURSERYMAN,"  
Flourtown, Pa.

Dear Sir:—

That article in your February issue, "The Passing of  
the Old Guard" is a hum-dinger; wish we knew who  
was the "artist." If we could get off a piece of litera-  
ture like that, we would be only too proud of it not to  
sign our name! One statement in there, "The Old Guard  
is dead," needs to be challenged. If dead, it is a pretty  
lively corpse. (If we know who is referred to as The  
Old Guard, we want to say here that there are no men





## Spraying materials

HE WHO SPRAYS IS WISE,  
but  
HE WHO SAVES WHEN  
HE SPRAYS IS WISEST

The Naco line of Insecticides and Fungicides, appeals to the jobber and dealer because of its leadership in quality and packing.

Paris Green

Arsenate of Lead  
(Paste and Powder)

Bordeaux Mixture  
(Paste and Powder)

Lime Sulphur Solution

Naco Dust "A" (Powder)  
(Special Potato Bug Killer)

Calcium Arsenate

Kalibor (Powder)  
(Kills bugs and prevents blight)

Led-Bor  
(Paste and Powder)  
(Combination Lead Arsenate and  
Bordeaux Mixture)

Manufactured exclusively by

**NITRATE AGENCIES COMPANY**  
**Bayonne New Jersey**

If your dealer cannot supply you,  
write to us direct.

Branch offices in principal cities

### J. H. SKINNER & CO. Topeka Kansas.

Offer for late fall or early spring shipment:

Apple trees, 2 yr.

Peach, 1 yr.

Kieffer Pear, 1 and 2 yr.

Grapes, 1 yr.

Gooseberries, 1 yr., Strong plants.

Rhubarb Myatt's Linneas, Divided roots.

#### Apple Seedling. All grades.

Black Locust Seedling

Honey Locust Seedling

#### Shade Trees

Ash Elm Maple Sycamore

Honey Locust American Chestnut

Bechtel's Double Flowering Crab. All sizes.

Amoor River Privet 12-18 in.; 18-24 in.; 2-3 ft.

Spirea Van Houtti 12-18 in.; 18-24 in.; 2-3 ft.;  
3-4 ft.

Let us price your list of wants.

### Strawberry Plants Only

We have grown a crop of more than fifty million CHOICE HIGH GRADE plants—about forty of the leading standard varieties. Three the best everbearing.

It will be to your interest to get in touch with us if in need of plants to supply your trade. We furnish more nurseries with strawberry plants than any other plant growers in America. There must be a reason. We make shipment direct to your customers and guarantee same satisfaction that you could give shipped out from your own Packing house.

#### THIS WILL ALSO INTEREST YOU

We are in position to offer lower prices—Our Stock of plants were never better quality than now—Give us your want list—Let us figure with you.

**E. W. TOWNSEND & SONS,**  
(Wholesale Nursery)  
**Salisbury, Maryland**



in the business whose regard we hold more highly,—not only from a personal standpoint, but from a business standpoint as well.)

We are sure that the "Moses" referred to has done only what he considered for the "good of the order," and without any pay. The same can be truthfully said of the committees that have done their best for Vigilance and Market Development. In fact, so far as we know there has been no selfish work done by any one, but all have labored for what was considered best.

A whole lot can be said about the "good old days" in their favor, but we want to call the attention to the fact that publicity money brings results only where there is enough of it to count. We want to particularly call attention to the fact that the M. D. committee has repeatedly stated that one hundred thousand dollars were needed to make any show. Also we want to call attention to the fact that time and again the statement has been made that publicity work should be done in fat years, when only an "order-taker" was needed,—no need for a salesman,—as well as when times are "hard." The M. D. committee in those balmy days craved the encouragement of the association as a whole, wanting to get things in working order against the hard times. But nay.

We do not believe that the so-called progressive movement has had sufficient time to demonstrate whether or not it is worthwhile. On the other hand, it seems to us that many people want to place the blame somewhere for poor business, and are taking it out on the so-called progressives.

There never was a time when closer co-operation was needed than right now; a split would be disastrous to a great many. Of course the old established firms would go ahead; no question about that. If it is only a "survival of the fittest," no need to say more, but we cannot believe that the feeling is general.

Why didn't some one bring forward a better slogan, or trade-mark? There was a reward offered for the best; there wasn't any best!

Now, let's forget the mistakes of the past; many have been made, no doubt, but they have been honest ones; let's do some constructive work; let's find a way out of the wilderness, if we are in one; let's live in peace and harmony; let's get all the business we can in any honorable way we can; let's stop finding fault; let's make America fruitful and beautiful; let's plant more peach pits, apple seedlings, evergreens, roses, shrubs; let's go to Chicago with a broad smile and a hearty hand-shake.

Truly, O. JOE HOWARD.

Rochester, New York, February 11, 1924.

Editor The "NATIONAL NURSERYMAN,"

Flourtown, Pa.

Dear Sir:—

That article of yours in the February issue entitled "Trustworthy Trees and Plants" is a mighty good one and should start some proper thinking.

I don't believe—and haven't believed—that the nursery trade is so d---d rotten as some people like to figure out and I have never thought it wise to admit any such thing or to admit that we were so badly in need of reform.

With my limited experience and looking back over a

few years, it seems to me very safe to say that the number of failures among the real nursery concerns of the country has been very small and a mighty small percentage as compared with other lines of trade. That of itself is an index.

Another thing—almost every line of trade during the past two or three years has suffered seriously from "cancellation-itis." When the market was going up, manufacturers had no hesitancy in cancelling orders that they had accepted for future delivery and since the market started down, buyers have been cancelling orders with equal cheerfulness.

So far as I know, that condition has not prevailed in the nursery business and that is another indication that we are not so rotten. Perhaps somebody would say it might have prevailed had there not been a shortage of stock, but I doubt it.

I don't believe that we should, as an association or individuals, acknowledge that we are all wrong and that we need a campaign of reform and that we need outsiders to come in to tell us how to reform and I believe that is the kind of talk that we want to make and that we want to have more of such articles as yours and less of some of the stuff that we see in the opposition paper.

Very truly yours,

WILLIAM PITKIN.

Editor NATIONAL NURSERYMAN,

According to the financial statement presented at the last convention, the expenses for the year were classified as follows: president's office \$2,400; Secy's. salary, 10 mos. \$5,000; Office Expenses, Traveling, Advertising, \$11,060; total of \$18,460.00.

We were informed that out of the total receipts for the year (including cash balance carried over) of about \$28,000, only \$4500 was actually expended for publicity advertising, or slightly more than 15 per cent of the total.

For the present year, we are informed that the salaries and expenses of the offices of the secretary and traffic manager are running about \$1400 per month, or between \$16,000 and \$17,000 per annum; that January 1st there was available for the work of the Market Development Committee about \$10,000, from which no doubt must be deducted a considerable amount for expenses, so that perhaps the amount actually available for advertising and publicity will not largely exceed that of last year, \$4500, again about 15% to 20% of the total revenues of the Association.

Some of us strongly advocated the market development or publicity campaign and subscribed generously toward a fund of \$50,000 feeling that such amount was the least that could be expended with any hope for commensurate results. The amounts available for publicity during the last two years are small in proportion to the total receipts and hardly large enough to make a ripple on the surface.

It is certainly disappointing and leads to the question in the minds of many whether the original market development subscribers acted wisely in turning over their subscriptions, money and organization to the A. A. N.

DISAPPOINTED.



## When You Want Seeds...

It's a mighty good idea to get in touch with "LANE" at Dresher, Pa. He has a most complete assortment of Deciduous and Evergreen Tree and Shrub Seeds, Also Fruit Seeds to offer. Send for his Catalog.

310 Acres devoted to business

## Vincennes Nurseries

W. C. Reed & Son, Prop., Vincennes, Ind.

*Offer for Fall 1920*

Cherry, 2 Year XX  $\frac{7}{8}$  up 5 to 7 feet  
 Cherry, 2 Year  $1\frac{1}{16}$  up 4 to 6 feet  
 Cherry, 2 Year  $\frac{5}{8}$  to  $1\frac{1}{16}$ , 4 to 5 feet  
 Cherry, One Year, Sweets and Sours, all grades  
 Peach, One Year all leading Varieties, strong on Elberta  
 Apple, 2 Year, leading varieties  
 Standard Pear, One Year, 4 to 6 feet and 3 to 4 feet  
 Japan Plum on Peach, One Year  
 Hansen Hybrid Plum, One Year on Peach roots  
 Hardy Northern Pecans, Grafted Varieties  
 Please submit List of wants for prices

Nothing else is equal to high grade sphagnum moss as a Nursery packing material.

## AMUNDSON SPHAGNUM MOSS

In wired bales is especially produced for Nursery use. It is clean, it is dry and at our price is full value.

Booking orders now for immediate or summer and fall delivery. Any quantity from a few bales to many carloads.

Write for prices.

A. J. Amundson Company

Lock Box 2

CITY POINT, WIS.

## KIGER'S NURSERY

Growers of Small Fruit Plants

Sawyer, Michigan

Superb and Progressive Everbearing strawberry plants a specialty. Get our prices on Dunlap, Gibson, Sample, Haverland, Chas. I, Wm. Belt and other spring strawberries. Can supply Cumberland, Plum Farmer, Kansas, Cuthbert, King Raspberries.

*Send that want list*

to

## Chase Brothers Company

The Rochester Nurseries

ESTAB. 1857

ROCHESTER, N. Y.

\*\*\*\*\*

Standard Apples and Pears, Dwarf Pears, Peaches, Plum-On-Plum, and Peach, Quinces, Sour Cherries, our own growing.

Currants and Gooseberries

Ornamentals and Shrubs

Climbing Roses and Ramblers

Clematis

Perennials

\*\*\*\*\*

Bulletin No. 4 now ready.

A post card will bring it.

**Quality — Satisfaction — Service**

A Bale, a box or a carload

## RICE BROTHERS CO.

Geneva, N. Y.

A

Fruit trees

General

on

Ornamental trees

Surplus

Shrubs and Roses

Write for prices.

**1 yr. CURRRANTS in storage  
for immediate shipment**

**FAY, WILDER, and PERFECTION**

**The Barnes Nursery and Orchard Co.**

Wallingford, Conn.

# RAFFIA

**THOMAS B. MEEHAN Co., Dresher, Penna.**

Buy from Headquarters. We offer "A. A. West Coast," "X. X. Superior," and "RED STAR." Don't wait to order until you want to use it. Remember freights are slow. Let us fill your summer needs now.

When writing to Advertisers please mention the National Nurseryman.



Editor,

NATIONAL NURSERYMAN:

In your February issue, I have read the article entitled "What Some People Think of Us." To my mind, the most illuminating and important part of that communication is contained in the last paragraph, "But, since 85 per cent of the nurserymen have joined the Nurserymen's Association, they have things all their own way and prices are very nearly identical under like conditions."

This paragraph indicates a possible state of mind on the part of planters and orchardists which I have felt from the first might be developed by advertising our Association and its trade-mark.

To many minds, a trade association indicates "a trust" or "combination on prices" and I think all of us will admit that if such an opinion becomes general among our retail customers—large and small—it will not have a beneficial effect on the business of our members; but will tend to divert trade to those outside the fold.

It seems to me a strong argument against the present and proposed methods of advertising our Association and the "Trustworthy" trade-mark.

AN ORIGINAL DEVELOPER.

The Editor,

NATIONAL NURSERYMAN, Flourtown, Pa.

Dear sir:—

Replying to yours of the 21st, in which you ask my views on the policy of the American Association of Nurserymen publicity campaign I wish to advise that I have not at any time been in sympathy with it, since the course of advertising as mapped out by Mr. Rockwell was discarded and the new idea of a trade mark substituted for the slogan. It has seemed to me that in adopting the trade mark as the basis for our advertising that the market development committee has gotten entirely away from the original intention of the original subscribers to the market development fund. When the market development campaign was originally started, it was the idea as I understood it then to try to create in the minds of the people a desire to plant nursery stock. The trade mark simply advertises a couple of books and it is not likely that any such form of advertising would reach the people so much as the direct form of advertising or newspaper propaganda.

Another objection that I have to the trade mark is, it immediately casts a suspicion upon the nurseryman who does not belong to the Association, and who might possibly be a good deal more trustworthy than some of the members within the Association.

We are not yet ready for a trade mark, that it is sure, and will not be until there is a thorough housecleaning of the membership and a uniform grading and pricing of stock which never can be done in the nursery business.

I am a thorough believer in advertising and we do not object to spending our money on advertising of a practical sort, which will cause more planting to be done but we are not in favor of the present form of advertising of the American Association of Nurserymen, and we firmly

believe that the members get very little returns for the money which they put into it.

Yours very truly,

C. H. PERKINS, 2ND.

Lexington, Ky., February 14, 1921.

Editor National Nurseryman,

Flourtown, Pa.

Dear Sir:—

Your article on "The American Holly" in current issue was read with interest, and may further comment on this noble tree, native to our state, be made?

That it is truly dioecious, requiring the planting of both sexes to insure fruitfulness is not born out by experience. There is in this vicinity two trees widely separated that have been fruitful for sixty years and there is not a sterile tree within three miles of either. They are only dioecious in the sense that Mulberry, Persimmon and Kentucky Coffee are, and these fruit abundantly without need of companionship.

With us, the holly in both sexes blooms or fruits in nursery rows when two or three feet tall and a large proportion in that size is sold with the guarantee as to sex. The habit of the two forms in full development is quite distinct. The branches and leaves of the berry bearing are more sparse and the tree quite erect and the foliage paler in color. The two in contrast are as dissimilar as sugar and Norway Maple. The sterile form with branches procumbent on the ground, forms a base wide as the altitude.

A Holly, as a boy, needs training in youth which if correct then, remains constant through life. It transplants kindly if pruned sharply and then completely defoliated. If transplanted without ball, the earth, being dry should be rammed as in setting a post and the loss will be negligible.

Yours very sincerely,

H. F. HILLENMEYER.

Louisiana, Mo.

February the Seventh, 1921.

John Watson, Sec'y.,

AMERICAN ASS'N OF NURSERYMEN,  
Princeton, N. J.

My dear John:

This letter confirms my telegram to you as follows—

"Officers and members Executive Committee urge you reconsider resignation and continue serve. Writing."

I this morning received letters from all the members of the Executive Committee except Mr. Moon, who is in Germany, and Mr. Pilkington, whose letter has not yet reached me, and they are unanimous in their desire to have you continue to serve.

I therefore, both personally and officially, want to urge you to withdraw your resignation at the urgent request of the Executive Committee, and if you cannot entirely withdraw it, then make it effective at the close of the next Convention.

Personally—I feel that you have misunderstood the attitude of the Association members, and have assumed that the objections raised regarding the trademark ad-



## Strawberry Plants

We have a fine supply of hardy northern grown strawberry plants. Both standard and everbearing varieties. Can supply the following varieties in unlimited quantities. Also others.

Kellogg's Prize	Kellogg's Premier
Aroma	Gibson
Senator Dunlap	Dr. Burrill
Warfield	Sample
Haverland	Howard 17
Progressive	Superb
Cumberland	Plum Farmer
also Raspberry	

We can quote attractive prices. Write us.

**STEVENSVILLE NURSERIES**  
STEVENSVILLE, MICH.

We have a few more of the following trees, etc., than we will need for our retail trade the coming spring. If interested, please write for prices and a copy of our List for the Trade.

Apples, Pears, Peaches, Plums, Apricots, Nectarines, Ward Blackberries, Raspberries, transplants, Downing and Houghton Gooseberries, Deciduous Ornamental Trees, Shrubs, Vines, etc. Evergreens a Specialty. Pyramidal Box, etc.



**Hoopes Bro. & Thomas Company**  
*The West Chester Nurseries*  
**WEST CHESTER, PA.**  
Established 1853

## Spraying Should Begin Early

### Insects Prefer the Tender Young Green Shoots **PLANET COMPRESSED AIR SPRAYER**



For Spraying Small Trees, Shrubbery, Garden Truck, Whitewashing, etc.

The **PLANET** is a four-gallon capacity sprayer. The handle and locking device are nickel plated. The side seam (the weakest part of any tank) is lock-seamed, grooved and riveted, thereby doubling its strength. The ends are seamed and hand soldered, insuring extra strength. The arrangement for locking the pump in place is the simplest device made for this purpose; a quarter turn of the handle locks the pump air tight and a similar turn in the opposite direction unlocks it. **NO CLUMSY PARTS ON TOP OF TANK**, everything out of the way and flushed to surface. The nozzle is of the automatic type made to insure quick action when the lever is operated. It has a non-clog spray cap that produces a fine misty spray.

#### SPECIFICATIONS

**TANK**—7x21 inches. Heads, 20 gauge. Body, 26 gauge Galvanized Steel.  
**PUMP**—1¾x14 inches. Seamless Brass Tubing.  
**HOSE**—¾ inch. Automatic Shut-off Nozzle. All connections ¼ inch Pipe Thread.

Brass or Galvanized Tanks as Ordered.

**AN IDEAL SPRAYER FOR EVERY PURPOSE**

INSPECTION PROVES ITS BETTER QUALITY, FINISH AND CONSTRUCTION

**THE SANITARY SPRAY COMPANY**

**Minneapolis, Minn.**

Experiments are expensive and do not pay—Thousands of "PLANET" sprayers are in use—If your dealers does not carry them then write us.

When writing to Advertisers please mention the National Nurseryman.



vertising, have been objections to the activities of your Office or to you personally. This, I assure you, is not the case. I know it is not the case as far as the Executive Committee, and nearly all the leading members of the Association from whom I have heard are concerned.

Of course, there are some members who are not for you, but I do not believe that that percentage is appreciably larger than it was when you accepted the office, and I feel sure that when you have presented to the Association this coming spring a report of what has been accomplished by your office and Mr. Sizemore's office, which is under your supervision, the membership will feel deeply indebted to you for the splendid work accomplished.

We all feel that your resignation was undoubtedly based on a misinterpretation of the existing feeling of the membership, and both for that reason and on the account of the fact that a change in the Executive Secretary at this time would be most unfortunate, we urgently request that you continue to serve as Executive Secretary until the end of the next Convention. At that time, the new officers and Executive Committee will have to take such action as they see fit.

Yours very truly,

LLOYD C. STARK, *President.*

NOTE:—Up to time of going to press, Mr. Stark had received no reply from Mr. Watson to this letter.—*Editor.*

Soestdijk, Holland, January 20, 1921.

Editor "National Nurseryman,"

Flourtown, Pa.

Dear Sir:—

Referring to a letter signed W. A. Ritter, you have published in your journal of January, I am astonished to see that in your country an architect is openly admitting to be dealing in trees. We should call such a man here a jobber. A landscape architect in this country is considered an artist, he charges for his services, that is the designing of the garden. The contractor (usually a nurseryman) is the one who plants the garden. The architect should have no interest in the price the proprietor pays for the trees! If he does we consider it graft.

Yours truly,

M. H. KOSTER.

#### STARK BROS. NURSERIES AND ORCHARDS CO. UPHELD IN TRADEMARK SUIT

The Stark Bros. Nurseries is supported by the Supreme Court in its allegation that the William P. Stark Nurseries was guilty of infringements upon the registered trade mark, "Stark Trees" and unfair competition in the use of the name "Stark." The Supreme Court upheld the decision of the United States Court of Appeals which limited the damages from the date of formal notice of infringement upon the trade mark, which was Aug. 26, 1916.

The case has attracted attention from time to time during the last four years. Stark Bros. Nurseries and Orchards Co. has been located in Louisiana for more than 100

years and sends its fruit trees throughout the world. It originated the "Delicious" apple. William P. Stark, one of the Stark brothers, withdrew from the Louisiana corporation in 1912 and founded a nursery at Chester, Mo., renaming the town Stark City. He adopted a trademark prominently displayed the name "Stark."

The original Stark Brothers' nurseries was supported in trial court in its assertion that the display of the name "Stark" was a trademark in fringement, that the other use of the name "Stark" was unfair competition, and William P. Stark was enjoined from those practices and the use of the postoffice address, "Stark City." The Appellate Court supported the trial court, except that it modified an order for damages. The Supreme Court now has upheld the Appellate Court.

Shortly after the decision in the trial court, the William P. Stark Nurseries Co. reincorporated and changed its name to the Neosho Nurseries Co.

#### NEW YORK STATE NURSERYMEN'S ASSOCIATION

The annual meeting of the New York State Nurserymen's Association was held at Powers Hotel, Rochester, N. Y., February 17th.

About 75 members were in attendance at the meeting and the banquet which followed.

The following program was carried out:—

President's Address

Address by Mr. C. R. Burr, Manchester, Conn.

"How should Nurserymen Regulate their Plantings?"—Discussion.

Recess

*Afternoon Session, 1.30 o'clock*

Address by Mr. John H. Dayton, Painesville, Ohio.

"The Necessity for Maintaining Present Prices in the Nursery Business, on account of the goods having been produced at war time cost."—Discussion.

Report of the Joint Committee appointed to endeavor to harmonize the various branches of the nursery industry.

Mr. Walter F. Webb, for the retailer

Mr. Allen L. Wood, for the catalogue man

Mr. John P. Rice, for wholesale trade.

The following officers were elected for the ensuing year: President, C. H. Perkins, 2d, Newark, N. Y.; Vice Presidents, F. T. Burke, Rochester, N. Y., E. J. Flanagan, Geneva, N. Y., John T. Clark, Schoharie, N. Y., W. L. Hart, Fredonia, N. Y., Herbert G. Hartman, Dansville, N. Y., J. M. Pitkin, Newark, N. Y.; Secretary-Treasurer, C. J. Maloy, Rochester, N. Y.; Executive Committee, C. H. Perkins, 2d, Newark, N. Y., Horace Hooker, Rochester, N. Y., J. P. Rice, Geneva, N. Y., W. J. Maloney, Dansville, N. Y.

Time for meetings were fixed as follows: Summer meeting, first week in September. Annual meeting, first week in February.

C. J. MALOY, *Secretary-Treasurer.*

Johanie—"We have a lilac bush in our yard with red, blue and pink flowers on it."

Billie—"I wish I could lilac that."



# Stark Bro's Nurseries

## Announcement to the Trade

### Regarding their Legal Rights to the

## —Golden Delicious Apple—

THE Following Copies of Letters Were Sent Out by Registered Mail To All Members of the Trade So That It Would Constitute Legal Notice of the Existence of This Contract. This Additional Notice is Being Printed in the Trade Papers.

### STARK BRO'S Nurseries and Orchards Co.

Louisiana, Mo.,  
Dec. 22, 1920.

Gentlemen:

A duplicate copy of this letter is being sent by registered mail to every nurseryman in the United States and Canada so we will have a definite and complete record that every nurseryman has received this notification. We are taking this action in justice to other nurserymen so that they will be fully aware of the fact that every Golden Delicious apple tree that has been or will be sent out is fully and legally protected and also protected by a special contract signed by every purchaser of Golden Delicious, which protects our rights in regard to all Golden Delicious trees and all scions, buds, cuttings, etc., therefrom.

This notification will protect you from innocently interfering with our rights by attempting to secure any propagating wood of this variety, which is fully protected as above stated.

Should you in the future introduce any new fruit on this basis we will appreciate you notifying us of the existence of any contract with which we might unknowingly attempt to interfere.

Very truly,  
(Signed) E. W. STARK,  
President.

J. W. MATSON

C. E. COWHERD

### MATSON & COWHERD ATTORNEYS-AT-LAW LOUISIANA - MISSOURI

Louisiana, Mo.  
December 21, 1920.

Stark Bro's N. & O. Co.,  
Louisiana, Missouri.  
Gentlemen:

#### IN RE PROTECTION OF YOUR EXCLUSIVE RIGHTS TO THE GOLDEN DELICIOUS APPLE TREE

You recently sold a large number of Golden Delicious Apple Trees to an orchardist. Shortly thereafter some one dug up and stole some of those trees. You have in your employ the Pinkerton Detective Agency, and you caused their detectives to be placed on that case, and they soon thereafter discovered those trees in the possession of another nurseryman. Under your instructions, suit was instituted in the courts for the recovery of those trees and depositions of a large number of experts, who knew the peculiar markings of the Golden Delicious Apple Tree were taken. Judgment was rendered in favor of the owner of the trees and the defendant in the suit paid the costs. As yet there has been no Criminal Action taken against whoever took the trees.

Under your contract, under and by virtue of which the Golden Delicious Apple Trees are sold, every Purchaser Signs a Contract agreeing:

"Not to give away or sell or permit anyone else to take scions, buds, or cuttings from the Golden Delicious trees herein mentioned or their progeny for a period of 25 years."

This gives you control of all Golden Delicious trees and all propagating wood therefrom. That Contract is enforceable and you can successfully proceed against anyone who infringes upon your rights or violates that contract. In order to give every possible notice of your rights to that apple tree, we advise you to send to all Nurserymen the above quotation from your Contract under and by virtue of which the Golden Delicious Apple Trees are sold, so they will have full notice of the same and in the event anyone violates it, you can take Legal Action against them. All honest Orchardists and Nurserymen will aid you in protecting your rights to that apple tree. Of course, you will reciprocate in the event any other nurseryman produces fruit they wish protected in the same manner by Contract whenever they give you notice of same.

Yours truly,  
MATSON & COWHERD,  
Attys. for Stark Bro's N. & O. Co.

# STARK BRO'S

## Nurseries and Orchards Co.

### AT LOUISIANA, MO., Ever Since 1816



## PROPOSED NEW LAW FOR THE STATE OF OREGON

THIRTY-FIRST LEGISLATIVE ASSEMBLY—REGULAR  
SESSION

## HOUSE BILL NO. 63

*Introduced by Mr. Marsh and read first time  
January 17, 1921*

## A BILL

For an act providing for the licensing of nurserymen and dealers in nursery stock and their agents, salesmen and solicitors. Be It Enacted by the People of the State of Oregon:

Section 1. It shall be unlawful for any person, firm or corporation to engage in, conduct or carry on the business of selling, dealing in or importing into this state for sale or distribution, any nursery stock, or to act as agent, salesman or solicitor for any nurseryman or dealer in nursery stock, or to solicit orders for the sale of nursery stock, without first obtaining a license to do so from the state board of horticulture; and it shall be unlawful for any person to falsely represent that he is the agent, salesman, solicitor or representative of any nurseryman or dealer in nursery stock. No license shall be issued until the applicant therefor shall have paid the fee and furnished the bond as hereinafter provided. The license fee for a nurseryman, dealer or importer of nursery stock shall be five dollars (\$5), and for any agent, salesman or solicitor, the license fee shall be one dollar (\$1). All licenses shall be issued in the name of the person, firm or corporation licensed, and shall show the purpose for which issued, the name and location of the nursery or place of business of the nurseryman or dealer licensed, and the name and address of the agent, salesman or solicitor licensed, and the name and business address of the nurseryman or dealer represented by such agent, salesman or solicitor.

Section 2. All licenses shall bear the date of issue and shall expire on the first day of July, next following the date of issue, unless sooner revoked by the state board of horticulture.

Section 3. Every person, firm or corporation licensed under the provisions of this act to engage in, conduct or carry on the business of selling, dealing in or importing into this state for sale or distribution any nursery stock, may appoint agents, salesmen or solicitors to solicit orders for the sale of nursery stock. Upon making the appointment of any agent, salesman or solicitor as above provided, said person, firm or corporation shall immediately make application to the state board of horticulture for a license for said agent, salesman or solicitor, accompanying said application by the fee of \$1 provided for in section 1 of this act. The state board of horticulture shall thereupon issue to such agent, salesman or solicitor a license setting forth that such agent, salesman or solicitor is entitled to solicit orders for the sale of nursery stock for the current year, ending the first day of July, next following the date of the issuance of said license.

Section 4. Every nurseryman, dealer or importer of nursery stock shall make application for a license therefor to the state board of horticulture upon a form to be prescribed and furnished by said board, and with said application the applicant shall pay to said board the license fee of \$5 as provided in section 1 of this act, and shall deliver to said board a bond to the state of Oregon in a form approved by said board in the sum of one thousand dollars (\$1,000), executed by two good and sufficient sureties to be approved by said board, or a bond in a like amount by a surety company duly authorized to do business in this state approved by said board conditioned that if said license is issued, said applicant will well and faithfully comply with all the provisions of this act and the laws of the state of Oregon relating to the sale, disposition, delivery, inspection and disinfection of nursery stock grown, dealt in, imported, sold, handled or delivered by said applicant during the term of the license applied for, and conditioned that all nursery stock sold or delivered by said applicant during the term of said license shall be true to name, age and variety as represented, and free from the diseases and pests required to be guarded against as provided by the laws of this state.

Section 5. Upon complaint in writing, verified under oath by the complainant, being made to the state board of horticulture, that the holder of any license in this act provided for has violated or failed to comply with the provisions of this act or the laws of the state of Oregon relating to horticulture, the state board of horticulture, if in the judgment of the members thereof the complaint justifies a hearing thereon, shall serve upon the holders of such license by registered mail, a copy of such complaint and a notice of the time and place of hearing the same, which

hearing shall not be less than ten nor more than thirty days from the date of mailing said notice, and shall be at such place to be determined by the said state board of horticulture as shall be most convenient to all the parties to the hearing; provided, that in case the nursery and the principal place of business thereof is within this state, then the hearing shall take place in the county where the nursery or principal place of business is located, for the convenience of the witnesses called upon to attend such hearing.

Section 6. The state board of horticulture, for the purpose mentioned in this act, shall have the power to administer oaths, issue subpoenas and compel the attendance of witnesses at the hearing provided for in section 5 of this act. In case of disobedience on the part of any person or persons to comply with any subpoena herein provided for, or the refusal of any witness to testify to any matter regarding which he may be lawfully interrogated, it shall be the duty of any circuit court of any county or the judge thereof, on application of said board, to compel obedience by attachment proceedings for contempt, as in the case of disobedience of the requirements of a subpoena issued from such court, or a refusal to testify therein. Hearings may be held by any member of the state board of horticulture, acting for the whole board, and a synopsis of the testimony shall be taken, and considered by said board, in case the hearing be held by any member or members less than the whole board, and findings shall be made by the whole board. If upon such hearing, it shall appear to the satisfaction of the said board that the person complained of has violated or is violating or failing to comply with the provisions of this act or the laws of the state of Oregon relating to horticulture, said board may revoke the license of such person, firm or corporation complained of, and no new license shall issue to such person, firm or corporation until it shall be made to appear to the satisfaction of the state board of horticulture that the cause of the complaint has been removed.

From the decision of the state board of horticulture revoking a license or refusing to issue a new license, an appeal shall lie to the circuit court of the county where the hearing shall have been held.

Section 7. Any funds received by the state board of horticulture under the provisions of this act shall be used in defraying the necessary expenses in connection with the administration of this act, and the residue, if any, shall be paid into the state treasury.

Section 8. Any person, firm or corporation violating any of the provisions of this act shall be deemed guilty of a misdemeanor, and upon conviction thereof, shall be punished by a fine of not more than \$50, or by imprisonment in the county jail for a period not to exceed thirty days.

The progress of the bill will be closely watched by Mr. S. A. Miller.

Mr. Miller, born in State of California, moved to Ore-



Mr. S. A. Miller

gon in early life. His father, A. Miller, founded the nursery company of A. Miller & Son, in 1878, which was incorporated in 1898 as Milton Nursery Company, S. A. Miller being manager. Most of his life has been spent in the nursery business and is therefore qualified to represent the interests of the nurserymen in the state legislature to which place he was elected in November last as representative from the 23rd district of Oregon.



For FUMIGATION With  
**HYDROCYANIC ACID GAS**  
**"CYANEGG"**

Sodium Cyanide in egg shape, each egg weighs as near one ounce as possible. Destroys scale insects on Fruit Trees, Nursery Stock, Plants under glass and in Greenhouses.

Manufactured in U. S. A. by

**The Roessler & Hasslacher Chemical Co.**  
 709-717 Sixth Avenue - - New York, N. Y.

**HOW OUR PHOTOGRAPHS  
 CAN HELP YOU**

Good illustrations are a valuable asset to sell goods. Our true-to-type photographs will supply this need. The Landscape department also offers splendid opportunities for increasing sales.

**Nathan R. Graves Co.,** 84 Exchange St.  
 Rochester, N. Y.

**Stock on Hand March First**

**APPLES, Standard, 11-16 inch.**

1000 Baldwin  
 1000 Delicious  
 5000 Assorted.

**APPLES, Dwarf, 5-8 inch.**

1000 Assorted

**APPLES, Dwarf, 1-2 inch.**

1000 Assorted

**P E A C H**

Variety	9-16 in.	7-16 in.	5-16 in.	Whips.
Banner .....	150	150	140	70
Beers Smock .....	300	500	400	160
Belle of Georgia .....	400	150	50	
Carmen .....	1000	700	450	200
Champion .....	100	1000	500	260
Crawford's Early .....		500	450	250
Crawford's Late .....		400	350	250
Early Elberta .....	400	700	500	300
Elberta .....	3000	3000	4000	2000
Fitzgerald .....	250	100		
Greensboro .....		250	200	150
Hale .....	1000	3000	800	250
Lemon Free .....	500	100		
Old Mixon .....	100	50		
Reeves Favorite .....	50			
Rochester .....	500	300	300	100
Salway .....	200	50	50	
Slappy .....	150	350	300	140
Wilma .....	500	250	450	100
William's Cling .....	100	80		
Yellow St. John .....	150		34	

5000 Gooseberry, Downing, 2 yr. No. 1  
 5000 Gooseberry, Downing, 1 yr. No. 1  
 5000 Grape, Concord, 1 yr. No. 2  
 20000 Raspberry, Plum Farmer, transplants.

**ORNAMENTAL TREES**

3000 Maple, Norway, 1 1/4 inch  
 3000 " " 1 1/2 inch  
 1000 " " 1 3/4 inch  
 10000 " Sugar, 5 to 6 feet  
 2000 " " 6 to 8 feet  
 5000 " " 8 to 10 feet  
 2000 " " 1 1/4 inch  
 500 Horse Chestnut, 2 to 3 inches.  
 2000 Birch, Cut leaved, 10 to 12 feet.  
 5000 Sycamore European, 8 to 10 feet.  
 1000 Pin Oak, 6 to 8 feet.  
 5000 Red Oak, 6 to 8 feet.

**DECIDUOUS SHRUBS**

2000 Deutzia, Pride of Rochester, 2 to 3 feet.  
 3000 Deutzia, Pride of Rochester, 3 to 4 feet.  
 2000 Kerria Japonica Variegated, 18 to 24 inches.  
 1000 Lonicera Morrowi, 3 to 4 feet.  
 5000 Philadelphus, assorted, 4 to 5 feet.  
 1000 Prunus Pissardi, 5 to 7 feet.  
 2000 Spirea Billardi, 3 to 4 feet.  
 5000 Spirea Opulifolia Aurea, 3 to 4 feet.  
 5000 Spirea Opulifolia Aurea, 4 to 5 feet.  
 1000 Lilac, named sorts, 2 to 3 feet.

**PERENNIALS, Assorted**

5000 Strong field grown.

**PEARS, Dwarf, 5-8 inch.**

300 Anjou  
 600 Bartlett  
 300 Clapps  
 1500 Duchess  
 200 Lawrence  
 100 Mary  
 300 Seckel  
 200 Wilder

**PLUM, 11-16 inch.**

100 Abundance  
 100 Arch Duke  
 400 Bradshaw  
 200 Burbank  
 100 Climax  
 150 Coe's Golden  
 150 Diamond  
 300 Fellenburg  
 (Italian Prune)  
 100 German Prune  
 100 Grand Duke  
 200 Genii  
 100 Imperial Gage  
 100 Monarch  
 100 Moore's Arctic  
 100 Niagara  
 150 October Purple  
 150 Pond  
 100 Red June  
 100 Reine Claude  
 100 Satsuma  
 150 Shippers  
 100 Yellow Egg

**CHERRY, 11-16 inch.**

90 Allen  
 200 Bing  
 500 Black Tartarian  
 100 Brassington  
 500 Dyehouse  
 150 Dykeman  
 500 English Morello  
 200 Governor Wood  
 300 Hortense  
 100 Lambert  
 400 Louis Phillipe  
 200 May Duke  
 1500 Montmorency  
 100 Napoleon  
 1500 Richmond  
 50 Rockport  
 400 Windsor

**W. B. COLE, Painesville, Ohio**



## ILLINOIS STATE NURSERYMAN'S ASSOCIATION

The annual meeting of the Illinois State Nurserymen's Association was held February 9 and 10 at the Hotel La Salle, Chicago, Ill. There was the largest attendance in the history of the Association.

## PROGRAM

*February 9th*

9.30 a. m.

President's Address - A. M. Augustine, Normal, Illinois.

10.00 a. m.

P. A. Glenn, Chief Inspector, Urbana, Illinois.

"Activities of the Bureau of Plant Industry."

11.00 a. m.

Round Table.

2.00 a. m.

Miles Bryant, Princeton, Illinois.

"Readjustment and the Nurseries."

2.45 p. m.

Lloyd Stark, President of the A. A. N., Louisiana, Mo.

"Selling Understocks to Farmers and Fruit Growers."

*February 10th*

10.00 a. m.

M. Mierisch, Glenview, Illinois.

"Not Readjustment but Expansion."

10.30 a. m.

W. F. Kramp, Internal Revenue Department, U. S. A., Chicago, Illinois.

"Making an Income Report."

Round Table.

2.00 p. m.

Dr. K. F. Kellerman, Federal Horticultural Board, Washington, D. C.

"Value of the U. S. A. Bureau of Plant Industry to Nurserymen."

2.45 p. m.

Prof. W. S. Brock, State University, Urbana, Illinois.

"Nursery Spraying."

Round Table.

Officers elected to serve for the ensuing year were: A. M. Augustine, President; A. H. Hill, Vice President; J. A. Young, Member Executive Committee, and I. A. Young, as Secretary.

The following resolutions were passed:—

A Resolution urging Nurserymen to get behind a movement working toward Roadside plantings.

A Resolution urging the use of the Trade Mark of the American Association.

A Resolution was unanimously passed to approve the progressive policy of the American Association.

Altogether it was the biggest and best meeting yet held.

On Wednesday the 9th, the matter of Cooperative and Standard Practice Service was brought before the meeting and the executive committee was instructed to devise a plan to put the service in operation. The committee made its report on the 10th and after some discussion, the plan was unanimously adopted. The plan is published in detail.

## SCOPE AND PROCEDURE ON PROGRAM

of

## COMMITTEE ON COOPERATIVE AND STANDARD PRACTICE SERVICE

## ILLINOIS STATE NURSERYMEN'S ASSOCIATION

Following is a tentative outline of the scope and procedure for the work to be undertaken by the Committee on Cooperative and Standard Practice Service, the technical and detail work of which is to be covered by J. L. Jacobs & Company of Chicago:

## SCOPE OF WORK:

1. Study of the general conditions and practices in the nursery business among members of the Illinois State Nurserymen's Association.
2. Development of a uniform and simple plan of cost accounting adapted to the needs of the nursery business.
3. Development of a plan for periodic cost comparison, price analysis and a comparison of production and sales.
4. Development of a plan for the standardization of grades of nursery stock.
5. Development of a plan for close relationship of nursery concerns on purchasing and marketing.
6. Report on standardization of business methods and practices in nursery business.

## PRELIMINARY STEPS:

1. Enter into agreement with J. L. Jacobs & Company in connection with the above program (copy of agreement attached).
2. Send letter, with copy of the report of the Committee and pledge cards, to all members of the Illinois State Nurserymen's Association (copies of letter, report, and pledge cards attached).

## PROCEDURE ON PROGRAM:

1. Begin study on the development of standard methods and practices by the preparation of outline questionnaire covering organization, accounting, production, sales, etc. in nursery business (copy of tentative questionnaire attached).
2. Send questionnaire to all members of the Illinois State Nurserymen's Association and to other representative nursery concerns cooperating in the work.
3. Make examination of organization, accounting plans, and other practices in a number of leading nurseries by personal visits or conferences in or near Chicago.
4. Make analysis of information obtained and compare same with methods and best practices in other business organizations.
5. Confer with the Committee on the general accounting plan and detail to be covered.
6. Prepare draft of report on general conditions and practices in the nursery business and develop a uniform and simple plan of cost accounting adapted to the needs of the nursery business.
7. Submit these to the Committee for consideration and action and send adopted report with forms and procedure to all members of the Association.
8. Furnish special consulting service to contributing members on the installation and use of the standard accounting plan.
9. Develop plan and forms and organize the practice of having the members submit regular reports to J. L. Jacobs & Company on costs, production and sales.
10. Develop plan for periodic comparison of costs of products, and comparison of sales and production and furnish contributing members with periodic reports in connection with same.
11. Develop plans for the standardization of grades, for close cooperation of nursery concerns on purchasing and marketing and on standardization of business methods and practices, proceeding in the installation of same in the same manner as for the standard cost accounting plan.

REPORT ON PROGRAM AND SERVICE FURNISHED  
IN CONNECTION WITH THE  
"COOPERATIVE AND STANDARD PRACTICE SERVICE"  
OF THE  
ILLINOIS STATE NURSERYMEN'S ASSOCIATION  
ADOPTED

FEBRUARY 10, 1921.

The Committee on Cooperative and Standard Practice Service, appointed at the meeting yesterday, has carefully considered the problems involved in connection with the undertaking by the Association of the constructive program on the definition of principles and standardization of business methods and practices, looking toward stabilization of conditions in the nursery business, and respectfully recommends that the Association





## T. S. HUBBARD CO., Fredonia, N. Y.

Growers of Grape Vines and Small Fruit Plants  
For Garden and Vineyard Planting

Established 1866

Send for Catalogue

## P. D. BERRY & SONS

are offering for late winter or early spring, 1921,  
Spiraea Van Houttei, 3 to 4 ft., fine stock. Cuthbert, King, St. Regis, Cumberland, Kansas, Gregg and Plum Farmer Raspberry. Dewberry Tips, Asparagus Roots, Concord Grapes 2 yr. 1 Blackberry, etc. Address

**P. D. Berry & Sons,**  
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## LANDSCAPING

is taking its place amongst the joys of life. All landscape-men should outfit themselves with our Landscape Photographs. We make a very good Plate Book at moderate price. Free sample circular.

We also draw plans for landscaping. Give you list of plants and blue print. This will help wonderfully.

**B. F. CONIGISKY, 229 N. Adams St., PEORIA, ILL.**

## CHARLES DETRICHE & SON

ANGERS, FRANCE

Growers and Exporters of Fruit Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs and Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address  
**JACKSON AND PERKINS COMPANY,**  
(Sole Agents)

NEWARK - - NEW YORK

## PIN OAKS!

Finest block we have ever grown

Nothing over 2½ inch caliper

Also other good ornamentals in quantity

Sheared Norway Spruce in Car Lots

Send Your Want List

## H. F. Hillenmeyer & Sons

LEXINGTON - KENTUCKY

Members American Association of Nurserymen

## We Solicit Correspondence and A List of Your Wants

Spring 1921

CALIFORNIA PRIVET, 1 year old.  
Oriental Planes, Norway Maples, Pin Oaks, Lombardy Poplars.  
A select lot of trees in all sizes—transplanted.  
APPLES, 1 and 2 year old; all grades and all standard varieties. Nice stock.  
PEACH, 1 yr. old. Heavy stock. All leading kinds and all grades. Write us for special prices on large lots.  
GRAPES, 1 and 2 year.  
ASPARAGUS, 2 yr. old. Can make very attractive prices.

### MISCELLANEOUS

A good stock of flowering shrubs, shade trees, etc.

**SEND US YOUR TRADE AND WANT LIST.**

**FRANKLIN DAVIS NURSERIES, Inc.,**  
404 W. Baltimore Street, Baltimore, Md.

## Native Broad-leaved EVERGREENS

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous Plants of the Blue Ridge Mountains, including: *Kalmias*, *Rhododendrons*, *Leiophyllums*, *Andromedas*, *Tsugas*, *Azaleas*, *Corylus*, *Oxydendron*, *Zanthorhiza*, *Ampelopsis*, *Lonicera*, *Shortia*, *Iris*, *Liliums Stenanthium*.

Approximately 500 species

Collections to Order in Carlots a Specialty  
Correspondence from large planters solicited.

ASK FOR PRICE LIST

**E. C. ROBBINS, PINEOLA,**  
Avery County North Carolina

**We offer to the Trade for Late Fall  
or Early Spring Delivery:-**

COLUMBIAN RASPBERRY TIPS

CONCORD GRAPE, 1 year

No better stock grown. Priced right.

Address: **HARRY W. JOINER Sec'y.**

**PERRY,** The Associated Plant Growers,  
Lake Co., OHIO.

# LABELS FOR NURSERYMEN

**THE BENJAMIN CHASE CO.**

**DERRY, N. H.**

When writing to Advertisers please mention the National Nurseryman.



proceed on this cooperative program according to the plan set out in the following:

#### DESCRIPTION OF PROGRAM.

Members of the Illinois State Nurserymen's Association as individuals and business men interested in the nursery business are alive to the importance of active and constructive cooperation on problems affecting the prosperity and service of the nursery industry, and the Association, recognizing the responsibility and opportunity for constructive work in the definition of principles and standardization of business methods and practices looking toward improvements, stabilization and maintenance of a high standard of service in the nursery business, should undertake to develop such a service for its individual members and for the organization as a whole, as will bring about the benefits which accrue to business through the adoption of such constructive methods.

The Committee believes that there is a real opportunity for service to the individual nurserymen, as well as the nursery business as a whole, in the development and establishment of practical, standardized methods and cooperative action, including such matters as the development of uniform accounting practices, aiding the individual nurseryman in obtaining costs of his product for administrative and income tax purposes, for cost comparison and price analysis, the standardization of grades of nursery stock, the development of close relationship as to purchasing and marketing, comparison of production and sales, and general standardization of business practices in line with modern tendencies, all of which will aid in stabilizing and in enlarging the service of the nursery business.

#### SERVICES TO BE FURNISHED.

This program, when undertaken by the Association, will bring about the greatest results and returns when the preliminary work on the standardization of methods and practices is followed up by active cooperation and special features on business analysis which will be of aid to individual members and to the nursery business. The initial work in the development of standard practices and in the special service features will prove invaluable to all in the nursery business, and the amount expended will be a real profitable investment.

In order that this program be undertaken and the service continued the Committee recommends that the following arrangements be made with reference to this work:

All members of the Illinois State Nurserymen's Association in good standing, will receive without additional charge, copies of reports and plans on any of the phases of the work undertaken under the direction of the Association's Committee on Cooperative and Standard Practice Service, but such members will not be entitled to any periodic reports or special consulting services to be furnished to contributing members as indicated below.

Contributing members, who voluntarily agree to contribute for the work in establishing and carrying out of the cooperative and standard practice program of the Association will receive, in addition to the regular reports, plans and conclusions on the various phases of the work, such periodic reports of comparison of costs, production, sales and other matters will also be entitled to special consulting service, without charge, on business analysis, organization, accounting, etc. by the agency retained for the work by the Association. The amount of special consulting service given to any contributing member during any one year will not exceed one hour for each \$4.00 contributed, and any additional consulting service as may be required will be furnished at regular rates. Any traveling or other out of pocket expenses incurred by the concern on all consulting services will be defrayed by each member.

#### AGENCY TO CARRY ON WORK.

The Committee has also considered the matter of the advisory and consulting agency, which can undertake and carry out the various phases of work mutually agreed upon between your Committee and such agency, and respectfully recommends that the concern of J. L. Jacobs & Company of Chicago be retained on this work, it being understood that said J. L. Jacobs & Company will be paid a retainer of Three Hundred (\$300.00) dollars by the Association and will receive the annual amounts collected from contributing members receiving this service, and it being further understood that the individual members will deal directly with said J. L. Jacobs & Company and that the Illinois Nurserymen's Association is in no wise further financially liable.

Respectfully submitted,

Committee on Cooperative and Standard Practice Service  
A. M. Augustine, Chairman.

COOPERATIVE AND STANDARD PRACTICE SERVICE  
of the

ILLINOIS STATE NURSERYMEN'S ASSOCIATION  
OFFICE OF SECRETARY, AURORA, ILLINOIS.

The undersigned hereby pledges cooperation and support in the constructive program of the Illinois State Nurserymen's As-

sociation in the definition of principles and standardization of business methods and practices looking toward improvement and stabilization of conditions and maintenance of a high plane of service in the nursery business.

The undersigned hereby agrees to contribute for the work in establishing and carrying on of the "Cooperative and Standard Practice Service" of the Illinois State Nurserymen's Association, annually for five (5) years, beginning 19 , the sum equal to one tenth (1-10) of one (1) per cent of the total annual sales of his concern, provided that the minimum contribution shall not be less than \$20.00 per year, and the maximum regular contribution shall not be greater than \$80.00 per year, such sums to be payable quarterly to J. L. Jacobs & Company, Monadnock Building, Chicago, Illinois.

Dated this day of 19

Signed Address

Accepted

Date 19

(Sign and send both copies to the Secretary of Illinois State Nurserymen's Association, care of Aurora Nursery Company, Aurora, Illinois. Carbon copy will be returned to you with signature of acceptance by J. L. Jacobs & Company.)

February 10, 1921.

Members

of the Illinois State Nurserymen's Association.

The Committee on Cooperative and Standard Practice Service appointed at the meeting yesterday, has carefully considered the problems involved in connection with the undertaking by the Association of the constructive program on the definition of principles and standardization of business methods and practices looking toward stabilization of conditions in the nursery business, and respectfully recommends that the Association proceed on this cooperative program according to the plan set out in the report which is attached.

The Committee has also considered the matter of the advisory and consulting agency, which can undertake and carry out the various phases of work mutually agreed upon between your Committee and such agency, and respectfully recommends that the concern of J. L. Jacobs Company of Chicago be retained on this work, it being understood that said J. L. Jacobs & Company will be paid a retainer of Three Hundred (\$300.00) dollars by the Association and will receive the annual amounts collected from contributing members receiving this service, and it being further understood that the individual members will deal directly with said J. L. Jacobs & Company and that the Illinois Nurserymen's Association is in no wise further financially liable.

Respectfully submitted,  
Alvin E. Nelson,  
Chairman

## ANNUAL MEETING OF THE TWIN CITY NURSERYMEN AND LANDSCAPE ARCHITECTS

The Association of Twin City Nurserymen and Landscape Architects of Minneapolis and St. Paul held their annual meeting on February 5th at the Y. M. C. A. building of Minneapolis for the election of officers for the new year.

These officers are:

H. F. Baker, President.

John Hawkins, Vice President.

W. T. March, Secretary-Treasurer.

The objects of this Association are:

1. To bring its members together for the purpose of mutual acquaintance and co-operation; to furnish its members the opportunity to enjoy the social pleasures and business advantages incident to acquaintance and co-operation; and to inculcate a spirit of mutual helpfulness.

2. To encourage high ethical standards in business and professions.

3. To encourage the efficiency of each member by the development of improved ideas in business methods.

4. To stimulate the desire of each member to be of



## ROSA MULTIFLORA JAPONICA

**SEEDLINGS, 1 yr. 1-1½, 2-3, 3-4, 4-5, 5-6 m|m.**

Suitable for budding. The smallest size will take the bud.

**SEEDS, unhulled, per pound.**

This is the best stock for budding Roses. Seeds can be shipped at once. Seedlings in early Spring. Write for prices and particulars.

**McHUTCHISON & CO., 95 Chambers St., New York**

### STRAWBERRY PLANTS

Leading standard and Everbearing varieties, let us handle your strawberry plant orders, shipping to you or direct to your customers, using your tags. Our Stock is Grown Right, Packed Right and True to Name. We are located in the largest strawberry center in the world. Would be pleased to quote you.

**BUNTINGS' NURSERIES,**

**G. E. Bunting & Sons,  
Selbyville - Delaware**

### NORWAY MAPLES

In car lots only, from one to five inches.

### CALIFORNIA PRIVET

From four to seven feet, specimen plants.  
Extra heavy, for screen and clump planting.

In car lots.

**C. A. BENNETT** • **Robbinsville, N. J.**

## Box Barberry

Strong 2 year plants

We offer a complete list of Fruit and Ornamental Stock in our Trade List.

Better send for a copy.

**J. T. LOVETT, Little Silver, N. J.**

## DRESHER

is still on the map.

When you want

Ornamental Trees, Shrubs, Etc., in a large assortment of varieties and sizes, send your lists for prices to

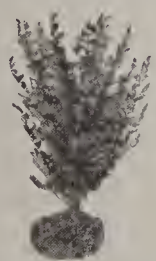
**Thomas B. Meehan Co.  
Dresher, Penna.**

If you have not received Spring Trade List, write us for it.

### Ibodium Privet

The New Hardy Hedge  
Resembles California  
Hardy as Ibota

Dormant Summer Cuttings  
*All larger grades sold*



*Ibodium Privet  
One Year*

### Box-Barberry

Hardwood Cuttings for greenhouse bench propagation  
*Ready Now*

Summer Frame Cuttings for Lining Out  
10 Samples post-paid for small amount

### SURPLUS

Am. Hemlock, Pin Oak, Gingko, Red Maple,  
Japan Iris

**THE ELM CITY NURSERY CO.**

Woodmont Nurseries, Inc.

**NEW HAVEN - CONN.**

*Buy Box-Barberry and Ibodium Privet of the introducers*

## Surplus January 1st, 1921:

**We shall be pleased to quote prices:**

50,000	Peach Trees.
20,000	Sugar Maples—8-10, 10-12 and 12-15 ft.
20,000	Silver Maples—8 10, 10-12 and 12-15 ft.
1,000	Norway Maples, Large size.
500	Pin Oaks, Large Size.
500	Red Oaks, 8-10 ft.
2,000	Magnolia Grandiflora, 2 to 10 ft.
25,000	California Privet and 2-year—18-24, 24-30 inch.
	Also 4 year—4 to 8 ft.

Can use in exchange for the above Shrubs and Evergreens.

**W. T. HOOD & CO.,**

**Old Dominion Nurseries,**

**RICHMOND - VIRGINIA**



service to his fellowmen and society in general.

5. To advance the best interests of the Twin Cities and to spread civic pride and loyalty.

HARRY FRANKLIN BAKER.

By: A. M. Hasselberg.

President Lloyd C. Stock has appointed Mr. J. H. Skinner, Topeka, Kansas, on the Arbitration Committee of the American Association of Nurserymen in place of Mr. E. S. Welch who is unable to serve.

Collected seedlings and clumps of three native rhododendrons, three native azalias, kalmia, leucothoe,—any size, any quantity, also seedlings of hemlock, balsam, spruce.

J. B. ANDERSON,

Black Mountain, N. C.

#### AMPELOPSIS VEITCHI

Largest stock in existence. All grades in one and two years. Two year transplanted, very fine, some 3 yr. Very heavy strong one year old. Stock for lining out very cheap.

Send for Prices.

CHAS. BLACK,

HIGHTSTOWN, N. J.

## FOR SALE

FOR SALE

### THE LITSON NURSERY

In business thirty years, well located and only nursery in this part of state. Retiring on account of failing health. Good business opportunity for experienced nurseryman.

W. H. LITSON, Prop.,  
P. O. Box 134 - Nevada, Mo.

#### FOR SALE—ONE ILGENFRITZ PLANT

"Firmer" Brand, new, will sell cheap.

HAAS' HOME NURSERIES,  
Terre Haute, Ind.

We Offer for Prompt or Early Spring Shipment  
Grape Vines, Currants and Gooseberries

If interested we will be pleased to quote on your requirements.

THE F. E. SCHIFFERLI NURSERIES,  
FREDONIA, N. Y.

## WANTED

WANTED—Man that understands planting nursery stock according to plans. Must be experienced. Single man preferred.

PFUNDS' NURSERY,

Elmhurst, Ill.

WANTED—Fifteen bushels of Stratified Peach Seed. Quote Prices on same. Write to

PRINCETON NURSERY,

PRINCETON, IND.

WANTED—Single man experienced in Horticulture to care for orchards, garden, lawn, trees, shrubs, etc. Must be experienced in these lines, a real worker, clean habits and well recommended. Board and lodging go with the position. Give your qualifications and state wage expected.

W. P. SNYDER, Supt.,  
North Platte, Nebr.

WANTED—NURSERYMAN. Must be experienced in growing trees and shrubs and have ability to handle men. Married man with family preferred. Permanent position. State experience and wages expected.

BREITMEYER NURSERY COMPANY,  
201 Breitmeyer Bldg., Detroit, Mich.

A NURSERY BUSINESS: An experienced live business man is looking for an interest in part or whole, through purchase or arrangement in an established nursery business; anywhere in the Central States. Write at once by addressing

H. A. D., Care of the National Nurseryman,  
Hatboro, Penna.

#### WANTED

Experienced man to take charge of general nursery work. Give references.

BENEDICT NURSERY COMPANY,  
185 E. 87 Street N., Portland, Oregon.

ESTABLISHED 1893

## THE NATIONAL NURSERYMAN

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock. Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.50 per year in advance. FOREIGN SUBSCRIPTIONS \$2.00 per year in advance.

Advertising Rates on Application

THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated

Subscribers to "Nurserymen's Fund for Market Development."

Hatboro, Penna.

When writing to Advertisers please mention the National Nurseryman.



# Retinosporus Pisifera, Squarosa Veitchii

Per 100 and per 1000

AUDUBON Nursery, H. Verzaal, Prop., P.O. Box 275, Wilmington, N. C.

ESTABLISHED 1866

## NAPERVILLE NURSERIES

—Growers of—

Trees, Evergreens, Shrubs, Perennials, etc.

Lining Out Stock

NAPERVILLE, ILL.

TELEPHONE, NAPERVILLE No. 1.

### PEACH TREES

Good supply of straight well rooted trees  
STANDARD VARIETIES

W. T. Mitchell and Son  
Beverly - Ohio

For Perennials, Gladiolus, Dahlias and Cannas

Write

WELLER NURSERIES CO.

Perennial Specialists,

HOLLAND

MICHIGAN

### PRINTING

Catalogues  
Stationery  
Business Forms



The Robinson  
Publishing Co.  
Hatboro, Pa.

Specialists in Nursery Printing

Ask for Prices.

We are the printers of this Magazine

Peach and Apple Trees

Raspberry Plants

Shrubs, Climbing Roses

In Surplus, write for prices.

THE BARNES BROS. NURSERY CO.,  
Yalesville - Conn.

### EVERBEARING STRAWBERRY PLANTS

If you need Everbearing strawberry plants to fill spring orders or if you wish to increase your planting in nurseries, we can supply you with genuine PROGRESSIVE Everbearing plants, guaranteed to be TRUE TO NAME and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties growing in our experimental grounds that are not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out.

THE GARDNER NURSERY CO., Drawer 103, Osage, Iowa.

### ORIENTAL PLANTS IN CAR LOAD LOTS

Sizes 1 1/4 to 2 1/2 caliper. Have been grown especially for street planting (most of them 6 ft. apart each way). **NORWAY** and **SUGAR MAPLES** Cutoff trees, 3 1/2 to 5 in. cal., 8 to 14 ft. spread of head, all shipped from Mt. Holly, N. J.

FRANK HAMILTON

471 Irvington Ave.,

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### SURPLUS

Grape Vines in all grades, Catawba, Clinton, Concord, Diamond, Niagara, Lindley and Salem. **Currents**, Cherry, Fay, Wilder and White Grape.—Stock is first class in every respect and ready for shipment. Send list for prices.

R. B. GRIFFITH,

Fredonia, N. Y.

### JUNE BUDED PEACH TREES

All leading commercial sorts

1 YR. APPLE

STRAWBERRY PLANTS

Large supply. Write us.

Chattanooga Nurseries, Chattanooga, Tenn.

### The Bushel Basket Strawberry

will be grown in every garden and commercial plantation. The best seller, the greatest money maker. Get your agents at work with it. Interesting illustrated circular free.

A. B. KATKAMIER,

MACEDON, N. Y.

### PEACH PITS

The Howard -- Hickory Co.

Hickory - - N. C.

### RHODODENDRON PONTICUM

Stock two and three years.

Ask for Price.

H. DEN OUDEN & SON,

Boskoop, Holland.

For the best in Strawberry, Dewberry, and Raspberry plants, direct to your Customers under your own tags, send your orders to the undersigner, and plants and packing will be right.

I save you both worriment, and Money. Let me know your requirements. Also Cow peas and Soy beans.

V. R. ALLEN,

59 Lane Ave.,

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**SPHAGNUM MOSS.** Best quality. Standard size in burlap. 5 to 25 bales. At \$1.00 per bale. 25 to 100 bales. At 95c per bale. Wired bales. From 5 to 25 bales. At 70c per bale. 25 to 100 bale lots. At 65c per bale. Write for prices on car lots. Cash with order on all lots less than car loads.

FRANK HANCOCK,

CITY POINT, WIS.

Warden

Niagara

Moore's Early

Campbell's Early

Delaware

Concord

### GRAPE CUTTINGS

CHARLES NASH, Nurseryman

Three Rivers

Michigan



# Bobbink & Atkins

Nurserymen and Florists

Subscribers to "Nurserymen's Fund for Market Development."

## RUTHERFORD, NEW JERSEY

Palms and Greenhouse Stock, Roses, Evergreens  
Trees and Perennials. Bay Trees, Boxwood, Rhododendrons,  
Andromedas, Ericas and Azaleas.  
Send us your want list. Inspect our stock.

"Quaker Quality"

Shades and Shrubs

Seeds, Peach for season 1921

J. Van Lindley Nursery Co.

Pomona, N. C.

## SCARFF'S NURSERY

Headquarters for

Small Fruit Plants

1200 Acres "At it 25 Years"

We offer for spring 1920 a good assortment of following stock and will be pleased to submit prices on your want list.

Strawberries  
Raspberries  
Blackberries  
Dewberries

Iris  
Privet  
Spirea  
Rhubarb

Asparagus  
Horseradish  
Hardwood cuttings  
Volga Poplar

See wholesale list before placing your order.

W. N. SCARFF & SONS  
NEW CARLISLE

OHIO

## The Gardeners' Chronicle

(Established 1841)

The BEST and OLDEST horticultural paper in  
England. Price 6½d per week.

Send for free copy and subscription rates to:—

The Publishers, 41 Wellington St.

W. C. 2, London, England

### ALL "AMERICAN NURSERYMEN"

Wishing to do business with Europe should send for the

### "Horticultural Advertiser"

This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, \$1.00. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

HORTICULTURAL ADVERTISER, Ltd.  
Lowdham, Notts, England

## RAFFIA

Arrow Brand

XX Superior Brand

Red Star Brand

AA West Coast Brand

Colored Raffia in 20 colors

Bamboo Stakes, Dutch Bulbs, Hardy Lily Bulbs

Write for prices specifically stating requirements

McHUTCHISON & CO., 95 Chambers St., New York

A Fine Stock of

Norway Maple, Silver Maple, European Sycamore

and other Ornamental Trees in All Sizes

A beautiful lot of CUT LEAF BIRCH 8-10 ft. and 10-12 ft.  
Hardy Shrubs of all kinds

Also a limited supply of Fruit Trees and Small Fruit Plants.

T. B. WEST

Maple Bend Nursery

Perry, Ohio

## HORTICULTURE

A WIDE-AWAKE PAPER FOR

NURSERYMEN, FLORISTS AND GARDENERS

Contains special features not found in any other trade journal.

Issued twice a month.

Price, \$1.00 a year.

Horticulture Publishing Company

739 Boylston St., Boston.

## TO THE TRADE ONLY

A general assortment of nursery stock for delivery Fall 1920 or Spring 1921.

We also have some fine blocks of Peach Seedlings, a portion of which we offer to bud on contract for delivery fall 1921. Correspondence invited.

Headquarters for Nursery Supplies

Portland Wholesale Nursery Co.

122½ GRAND AVENUE

PORTLAND, OREGON

### TREES

Largest assortment in New England. Evergreens, deciduous trees, both common and rarer varieties. Sturdy, choice stock that can be depended upon. Send for catalog and special trade prices.

The Bay State Nurseries

North Abington  
Mass.

### SHRUBS

This New England soil and climate produce fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists let us est.



# FRAMINGHAM QUALITY NURSERY STOCK

for

## YOUR RETAIL TRADE

We grow the grade of evergreens, trees, shrubs and vines that will bring repeat orders from your customers.

Now is the time to prepare for Spring business. Make us a visit. Inspect our stock and reserve what you require for Spring shipment.

**Framingham Nurseries**  
FRAMINGHAM  
MASS.

## We Offer For Spring Trade

A considerable quantity of English Beech, Oriental Planes, Catalpa Speciosa, White Dogwoods, American Elms, Horsechestnuts, American Judas, Koelreuterias, American, English and Silver Lindens, Norway Ash Leaved, Sycamore, Silver and Red Maples, Pin Oaks, Red Oaks, Salisburias, Lombardy Poplars.

Many of the above can be supplied in heavy caliper. Write for particulars and prices.

**The Rakestraw-Pyle Co.,**  
KENNETT SQUARE, PA.

## HILL'S EVERGREENS

Since 1855

For Fall 1920 and Spring 1921 delivery we have a large stock of choice and rare varieties of Evergreens for nursery planting. We also have a good supply of Deciduous Trees and Shrub stock for lining out. Careful packing given special attention. Trade List for Nurserymen only is now ready.

**The D. Hill Nursery Co., INC.**  
Evergreen Specialist---Largest Growers in America  
Box 401. Dundee, Illinois.

# NURSERY BANDS

Manufacturers of

## STEEL BOX STRAPPING

FOR

## NURSERY PURPOSES

**SPECIAL OFFER**—We offer all or any part of an accumulation of long Nursery Bands one inch in width and sixty inches to one hundred and twenty inches in length, at a reduction of twenty dollars a ton. This offer holds good until stock is disposed of.

WRITE US

COVERING YOUR WANTS IN STEEL BANDS

**American Steel Band Co.,**

888 Progress Street,

ALLEGHENY, PA.

## LINING OUT STOCK

DEMAND . . . . . Great

SUPPLY . . . . . Limited

Send for list at once  
and order promptly.

**THOMAS B. MEEHAN CO.**

Wholesale Nurserymen,  
Dresher, - Penna.

**Peonies** A SPECIALTY  
The cream of 1200 sorts

Some extra new ones

**THE WORLD'S BEST!**

Eighteen Acres

Write for our List

Cannas, Dahlias and Gladioli

**C. BETSCHER, Dover, O., U. S. A.**



# Harrisons' Special Spring Offer to the Wholesale Trade

## FRUIT TREES

### PEACHES

One-year budded.....3-4 ft., 4-5 ft., 5-6 ft.  
5000 Hiley .....  
5000 Belle of Georgia .....

### CHERRIES

Two-year budded.....3-4 ft., 4-5 ft., 5-6 ft.  
2000 Early Richmond .....  
2000 Montmorency .....  
1000 Black Tartarian .....  
1000 Bing .....  
1000 Spanish .....  
1000 Wood .....

### KIEFFER PEAR

5000 One-year budded .....3-4 ft.  
5000 " " .....4-5 ft.  
5000 " " .....5-6 ft.

### APPLES

One-year budded.....2-3 ft., 3-4 ft., 4-5 ft., 5-6 ft.

#### Varieties

Stayman Winesap, Grimes Golden, M. B. Twig, Yellow Transparent, Wm. Early Red, Jonathan, Rome Beauty, Ben Davis, Gano, York Imperial, McIntosh, Gravenstein, Winesap, N. W. Greening, Baldwin, Wealthy, Delicious, R. I. Greening, Winter Banana.

### Strawberry Plants

10000 Aroma .....  
20000 Bubach .....  
50000 Chesapeake .....  
100000 Gandy .....  
100000 Klondyke .....  
12000 Parsons Beauty .....  
12000 Premier .....  
100000 Progressive (Everbearing) .....  
10000 Superb (Everbearing) .....

## SPECIMEN EVERGREENS

3 Cypress, Glory of Boskoop.....15 ft.	300 Ret. Japanese.....	40 Spruce, Colorado Green.... 6 ft.
3 " " ".....12 ft.	400 " " Golden Plumelike 7½ ft.	500 Spruce, Norway .....12 ft.
15 Fir, Cephalonian .....10 ft.	300 " " " 7 ft.	600 " " .....10 ft.
20 " " " 9 ft.	300 Ret. Japanese Threadlike.. 6 ft.	1200 " " .....9 ft.
50 " " " 8 ft.	300 " " " 5½ ft.	2000 " " .....8 ft.
50 " " " 7 ft.	300 " " " 5 ft.	2000 " " .....7 ft.
50 " " " 6 ft.	300 " " " 4½ ft.	1200 " " .....6 ft.
300 Fir, Nordman's .....6 ft.	20 Retinospora, Sulphur Tinted 4 ft.	75 Spruce, White.....12 ft.
400 " " " 5½ ft.	20 " " " 5 ft.	75 " " .....10 ft.
300 " " " 5 ft.	300 Retinospora, Veitch's Japanese 8 ft.	50 Spruce, Oriental .....5 ft.
300 " " " 4 ft.	300 " " " 7½ ft.	50 " " .....4 ft.
300 Canadian Hemlock.....6 ft.	300 " " " 7 ft.	8 Spruce, Douglas .....8 ft.
400 " " " 5 ft.	300 " " " 6½ ft.	100 " " .....7 ft.
300 " " " 4 ft.	150 Pine, Austrian.....5 ft.	100 " " .....6 ft.
500 " " " 3 ft.	250 " " .....4 ft.	300 Arborvitae, American.....10 ft.
100 Juniper, Schott's .....6 ft.	300 " " .....3 ft.	600 " " .....9 ft.
50 Retinospora, Golden Peafruited 8 ft.	20 Pine, Scotch .....8 ft.	900 " " .....8½ ft.
50 " " " 7½ ft.	20 " " .....7 ft.	1800 " " .....8 ft.
100 " " " 7 ft.	50 Pine, White .....4 ft.	3600 " " .....7½ ft.
100 " " " 6 ft.	150 " " .....3½ ft.	1800 " " .....7 ft.
200 Retinospora, Japanese Peafruited 6 ft.	10 Spruce, Koster's Blue.....10 ft.	900 " " .....6 ft.
200 " " " 5½ ft.	25 " " .....9 ft.	1000 Arborvitae, Chinese.....9 ft.
300 " " " 5 ft.	100 " " .....8 ft.	1000 " " .....8 ft.
300 " " " 4½ ft.	100 " " .....7½ ft.	1500 " " .....7 ft.
50 Retinospora, Japanese Graceful 7 ft.	100 " " .....7 ft.	1000 " " .....6 ft.
50 " " " 6 ft.	3 Spruce, Colorado Blue.....12 ft.	25 Arborvitae, Fernlike.....8 ft.
300 Retinospora, Japanese Plumelike 6 ft.	10 " " .....10 ft.	25 " " .....7 ft.
400 " " " 5½ ft.	100 " " .....9 ft.	75 Cedar, Blue Virginia.....8 ft.
300 " " " 5 ft.	200 " " .....8 ft.	75 " " .....7 ft.
300 " " " 4½ ft.	200 " " .....7 ft.	75 " " .....6½ ft.
300 Ret. Japanese Golden Plumelike 8 ft.	20 Spruce, Colorado Green.... 9 ft.	10 Cedar, Indian .....15 ft.
	40 " " .....8 ft.	10 " " .....12 ft.
	40 " " .....7 ft.	10 " " .....10 ft.

## SHADE TREES

5000 Maple, Norway ..... 8 to 10 ft., 1¼ to 1½ in.	500 Poplar, Lombardy .....10 to 12 ft.
5000 " " ..... 10 to 12 ft., 1½ to 1¾ in.	200 " " .....12 to 14 ft.
10000 " " ..... 12 to 14 ft., 1¾ to 2 in.	1000 Walnut, Black ..... 5 to 6 ft.
10000 " " ..... 14 to 16 ft., 2 to 2½ in.	1000 " " ..... 6 to 7 ft.
10000 " " ..... 2½ to 3 in.	1000 " " ..... 7 to 8 ft.
5000 " " ..... 3 to 3½ in.	1000 " " ..... 8 to 10 ft.
2000 " " ..... 3½ to 4 in.	500 " " .....10 to 12 ft.
400 " " ..... 4 in.	500 " " .....12 to 14 ft.
100 Oak, Pin..... 5 to 6 ft.	
1000 " " ..... 6 to 7 ft.	
1000 " " ..... 7 to 8 ft.	
500 " " ..... 8 to 10 ft.	
100 " " .....10 to 12 ft.	
5000 Plane, Oriental ..... 8 to 10 ft., 1¼ in.	
5000 " " .....10 to 12 ft., 1½ in.	
5000 " " .....12 to 14 ft., 1¾ in.	
5000 " " .....14 to 16 ft., 2 in.	
500 " " .....2½ in.	
500 " " .....3 in.	
500 Poplar, Carolina ..... 6 to 8 ft.	
500 " " ..... 8 to 10 ft.	
500 " " .....10 to 12 ft.	
400 Poplar, Lombardy ..... 7 to 8 ft.	
500 " " ..... 8 to 10 ft.	

SPECIAL QUICK SERVICE ON CAR LOAD LOTS. INTERESTING PRICES QUOTED ON REQUEST.

# HARRISONS' NURSERIES

J. G. HARRISON & SONS

Berlin,

Maryland





# THE NATIONAL NURSERYMAN

APRIL 1921



Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
Cuthbert Raspberries  
Spiraea Van Houtte  
Other Ornamentals  
Shrubs

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**  
Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons CO.'s Celebrated  
Graft and Stock Planter and Firmer

## Mount Arbor Nurseries,

E. S. WELCH, President.

125 Center Street, Shenandoah, Iowa

We offer for the spring trade, one of the largest and most complete lines of general nursery stock in the United States.

### Fruit Tree and Rose Stocks

Mahaleb, French Pear, Manetti, Multiflora and Holland Rugosa Rose Stocks.

### Forest Tree Seedlings

#### Roses

Baby Ramblers, Climbing, Hybrid Perpetual and Tea.

A complete line of fruits as well as ornamentals.

Ask for spring trade list and bulletins.

## Strawberry Plants Everbearing and Standard

From November 1 to May 1

We can supply you healthy true-to-name, well-rooted plants. Fresh dug every day. Can ship to you or direct to your customers. Let us handle your Strawberry plant business this year. Our plants please our customers. They will please yours. Write for trade prices.

**The W. F. Allen Company**  
Strawberry Specialists,

Salisbury,



Maryland

## AS SURE AS YOU ARE A FOOT HIGH

many items will be out of the market just when you want them. So why not get our Bulletin right now—a postal card with business address will bring it—and you must be interested in the following:

APPLES, a general list—good kinds too.

PEARS, big quantity Bartlett. Also other varieties, 3 yr. old. Fine for retail trade.

DWARF PEARS too, at right prices.

CHERRIES, not long on—mostly sour varieties.

PEACHES, take no back seat in growing this item. Lots of Elberta and Carman.

ORNAMENTAL TREES, Norway, Silver and Ash Leaf Maples, from 6 ft. up to 15 ft. high.

EVERGREENS, about cleaned out, except Arbor Vitae—a good quantity from 12 in. up to 6 ft.

BERBERRY THUNBERGII, you know we are the largest growers in the world. 18-24 in. and grades. Also seedlings.

CALIFORNIA PRIVET, some nurserymen say it is out of the market—come to us—can offer you 2-3 ft., 3-4 ft. grade and 6-12 in. strong 2 yr. grade.

AMPELOPSIS VEITCHII, 2 yr. No. 2 grade. Also Seedlings at very low prices.

ORNAMENTAL SHRUBS, you should see our list before you buy.

ROSES, Climbing and H. P., a long list of scarce kinds.

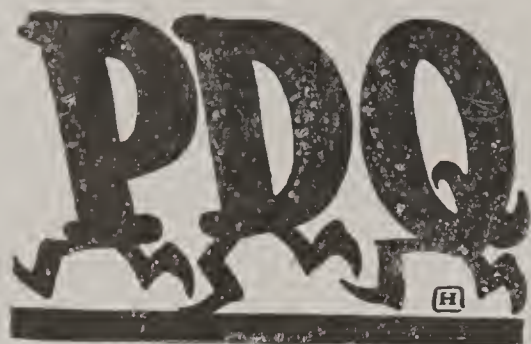
Please let us hear from you if you want SERVICE and GOOD STOCK this Spring. WE CAN SERVE YOU RIGHT.

**C. R. BURR & COMPANY**

Manchester, Conn.



The  
Preferred  
Stock



The  
Preferred  
Stock

During our Spring shipping season orders are all handled P. D. Q. with us. We will ship same day order is received.

Are you covered on your wants and how about those shorts that are developing each day? Our prompt service will help you.

Bulletin No. 6 mailed March 31st. Be sure that you get a copy and look it over carefully. It probably lists the very thing you want. We produce high grade stock and sell it in wholesale quantities to the trade only.

## Jackson & Perkins Company

Newark, - - New York State.

The  
Preferred  
Stock

The  
Preferred  
Stock

# EVERGREENS

Seedlings—Transplants—

Cuttings grown under glass

## MILLIONS OF THEM

Arborvitae—American	Pine—Scotch
Arborvitae—Compacta	Pine—White
Arborvitae—Douglas Golden	Pinus Densifolia
Arborvitae—Hoveys Golden	Spruce—Colorado Blue
Arborvitae—Pyramidalis	Spruce—Douglas
Arborvitae—Siberian	Spruce—Englemans
Arborvitae—Tom Thumb	Spruce—Norway
Arborvitae—Orientalis	Spruce—Red
Arborvitae—Globosa	Juniper—Irish
Pine—Austrian	Juniper—Sabina
Pine—Jack	Juniper—Tamariscifolia
Pine—Pitch	Juniper—Monosperma
Pinus Flexilis	Retinespora Pisefera
Pinus Ponderosa	Retinispota Plumosa

Also a list of Apple, Shade Trees, Hedge Plants, Shrubs, Vines, and Peonys.

Send for our latest Wholesale List.

## Sherman Nursery Co.

Charles City, Iowa

We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

COLLECTORS OF TREE SEEDS

THE

North-Eastern Forestry Co.

CHESHIRE

...Connecticut...

Subscribers to "Nurserymen's Fund for Market Development."

## Strawberry Plants

We have a fine supply of hardy Northern grown strawberry plants. Both standard and everbearing varieties. Can supply leading varieties in unlimited quantities.

Kellog's Prize	Kellog's Premier
Aroma	Gibson
Senator Dunlap	Dr. Burrill
Warfield	Sample
Haverland	Howard 17
Charles I	Campbell's Early
Progressive	Superb

### RASPBERRY PLANTS

Cumberland	Plum Farmer
------------	-------------

### GOOSEBERRY

Houghton	Downing
----------	---------

We can quote attractive prices. Write us.

STEVENSVILLE NURSERIES  
STEVENSVILLE, MICH.



# PAINESVILLE NURSERIES



## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

Subscribers to "Nurserymen's Fund for Market Development."

when writing to Advertisers please mention the National Nurseryman.



**J. H. SKINNER & CO.****Topeka Kansas.**

Offer for late fall or early spring shipment:

Apple trees, 2 yr.

Peach, 1 yr.

Kieffer Pear, 1 and 2 yr.

Grapes, 1 yr.

Gooseberries, 1 yr., Strong plants.

Rhubarb Myatt's Linneas, Divided roots.

**Apple Seedling. All grades.**

Black Locust Seedling

Honey Locust Seedling

**Shade Trees**

Ash Elm Maple Sycamore

Honey Locust American Chestnut

Bechtel's Double Flowering Crab. All sizes.

Amoor River Privet 12-18 in.; 18-24 in.; 2-3 ft.

Spirea Van Houtti 12-18 in.; 18-24 in.; 2-3 ft.; 3-4 ft.

Let us price your list of wants.

**Heikes—Huntsville—Trees**

**All Our Surplus Stock  
Now in Cold Storage  
Order Early  
To Get Good Assortment**

**If You do not have our list write for it.**

**THE HUNTSVILLE WHOLESALE NURSERIES, INC.,  
HUNTSVILLE, ALA.**

# A Complete Line

We still have unsold a good assortment of  
Fruit Trees, Small Fruits and Hybrid Tea  
Roses.

**Large Supply of  
Ornamental Trees, Shrubs,  
Perennials,  
Vines, Evergreens.**

**W. & T. SMITH COMPANY**

GENEVA, N. Y.

74 Years

1000 Acres

Subscribers to "Nurserymen's Fund for Market Development."

# A Complete Variety of Nursery Stock



60000

Norway and American Elm  
fine stock in car load lots or less



**C. M. Hobbs & Son**  
**BRIDGEPORT - - Indiana**



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXIX.

HATBORO, PENNA., APRIL 1921

No. 4

## A Method of Weeding Seedbeds of Conifer Seedlings by Chemical Means

All nurserymen realize that weeding seedbeds is an everlasting and costly process. The close intermingling of weeds and stock seedlings sown broadcast precludes the possibility of finding any mechanical labor-saving device which would cut down the costs of this operation. The use of chemical methods gives promise of success. In this connection the experience of the research department at the Savenac Nursery of the U. S. Forest Service, Haugan, Montana, may be of interest.

In applying chemical treatment to the soil for the purpose of controlling damping-off, the absence of weeds was noticed. Chemical weed eradication has been studied in this country and abroad, but the work has been largely confined to the killing of plants which have attained considerable size. The possibility of practical soil treatments at the time of sowing seemed evident, because it is plausible that weaker solutions would suffice to kill weeds at the time they first break through and emerge from the seed coat. Strong solutions are more deadly, but must be ruled out because they are injurious to the pine stock being produced.

The next question was to find a cheap, effective, and safe chemical, and determine the proper amount to be applied per unit of seed-bed area. Careful work on one hundred small plots during 1919 and 1920 was done with various strengths of copper sulphate, zinc chloride, and zinc sulphate. Lots of 200 seed each of the three most troublesome weeds at Savenac,—clover, sorrel, and timothy,—were sown in sterilized soil in each plot, together with 200 seeds of western white pine. Chemicals were applied to the soil at the time of sowing. Check

plots, sterilized and non-sterilized, were left without treatment. Results were gaged by comparative germination (amount, time, and kind), examination of pine root tips to determine extent of injury, general thrift, etc.

Treatment with eight grams zinc sulphate in a liter of water per square foot of seed bed was chosen as most advantageous.

It succeeded in preventing practically all weed growth for two seasons after treatment, tended to stimulate first year germination of western white and western yellow pine, and apparently did so without appreciable injury to the stock.\*

The results seem to indicate that we are on the right track—that a solution of the problem is possible and may be made practicable. Two seasons is not a long enough period upon which to base final conclusions. The next step will be to determine the effect this treatment may have on the growth of green fertilizer crops used at Savenac. If no difficulty is experienced in this connection, it would seem safe to recommend application on a commercial scale. Stock which has undergone this treatment will be followed at least three years after being set in actual field plantations, in order to observe the effects of possible internal injuries not now discernible. Complete results on this project are not expected before 1926.

W. G. WAHLENBERG, U. S. Forest Service.

\*It was when the toxic effect on weeds of acid in the soil was observed that the possibility of such chemical methods was first conceived of. Mr. P. C. Kitchin planned and executed the work which has given us the results obtained thus far. A continuation of the study is being made by his successor at Savenac Nursery.

## A Voice From the "Old Guard"

*Every member of the American Association of Nurserymen should read the following communication from William Pitkin, Rochester, N. Y.*

*It is in answer to a letter written by J. R. Mayhew, Waxahatchie, Texas, which was published in the March issue of the American Nurseryman. Mr. Pitkin, we believe, voices the opinion of many of the leading nurserymen, and presents the subject upon which it treats in a concise and forceful manner.*

*It will enable members of the Association to attend the coming convention more fully prepared to adopt a policy that will have the support of the whole trade.*

Editor, American Nurseryman:—

I thoroughly appreciate the honor of being featured in your March issue as identified with the Old Guard of the A. A. N. If, during my years of membership, I have con-

tributed in a slight degree to the many years of successful, fruitful and harmonious administration of its affairs under the regime of the Old Guard, I am abundantly satisfied, and proud to be classed as an humble and retired guardsman.

Perhaps the prominence given me justifies a response to your invitation for "a frank statement" and a reference to Mr. Mayhew's article in the same paper.

I think you will accept as true my reference to the years of harmonious administration—a harmony unbroken except in a matter of federal legislation when an apparent divided sentiment among the members resulted in the passage of the law giving the Federal Horticultural Board its present far-reaching and arbitrary powers. Harmony was the rule and no one loves harmony more, or will go farther to secure it, than myself, but I beg to suggest that the free use of such expressions as "Re-



actionaries," "Moss-Backs," "Sinister Motives," "Intemperate Criticism," "The old gang who sit with their fingers crossed and knock" and "Methods of the vintages of the 70's and 80's" are not conducive to that "close harmony" so vital to the success and welfare of our Association.

Mr. Mayhew says that at Detroit in 1915, "There was no thinking man among us but who realized that there was something radically wrong with the nursery business and while leaders in the organization were endeavoring to work out some plan which would better the condition of the nurserymen, another group had met prior to the opening of the convention and for several days had wrestled with the same problem."

My remembrance is that the troubles then under consideration related more to the dollar—the profit and loss account of the business—than to any ethical questions; to the condition of the individual member and not the condition of the Association and that the plans under consideration were practical and had to do with the regulation of plantings and production, and the control of prices,—plans extremely unethical in the minds of many.

If I recognize Mr. Mayhew's reference to "another group meeting prior to the convention," I was one of that group meeting to consider solely whether the employment of Mr. Smith as counsel would be an additional safeguard to the interests of the Association in matters of federal and state legislation and with no thought of matters "radically wrong in the nursery business."

Let me say that at Detroit in 1915, the apparent undivided sentiment in favor of "a launching out into the deep" was not that we all thought alike, but because those who had formerly been active in the Association affairs felt that it was fair to give the "Progressives" an opportunity to produce the results which they so glowingly and enthusiastically promised would come if they were permitted direction; and while that feeling has continued up to this time, we reserve our constitutional right as members to "be shown" and our right to criticize such methods as in our judgment do not tend to the welfare and prosperity of the Association. Have our officers and committees reached that Wilsonian altitude where it is considered "lese majeste" to pass judgment on their plans and methods? I accord to every member the right of opinion, and if I cannot agree with him, why should my opinion be classed as "dishonest and selfish?"

What are the wonderful "progressive strides" that we have made and what have they accomplished? What are we getting for our money that we did not get in the old days "of the simple life under the methods of the 70's and 80's?" Let's do away with generalities and get down to concrete facts, for these are perfectly proper questions for any member to propound when he is asked to contribute steadily increasing dues.

The Association's income for the last two years has been about \$25,000 per annum. What are we getting for it? The one bright spot is the work of the traffic manager and that office is largely self-sustaining. It is the one "progressive step" that has shown results and I am heartily in favor of its continuance. What else? Administration expenses last year were \$16,000 to \$17,000 and this year are running at about the same rate. What

do we get for it? Since the June convention, members have received from the Secretary's office two bulletins and the Secretary's letter of resignation, but the annual report of the last convention has not yet been issued. The Legislative Committee has received a resume of the legislative program adopted at Chicago and a record of the Secretary's correspondence with the United States Tariff Commission. What the Secretary's office has done with the other committees, I am unable to say. Has it been worth the cost?

Was there anything more accomplished last year of actual tangible worth? It is true that the president and secretary traveled near and far interviewing editors, addressing various gatherings, mainly taking the defensive—admitting the sins of the nurserymen and promising reform—but did that get us anywhere? To my mind, it was mighty poor publicity and I am thoroughly in accord with the article in the *National Nurseryman* of February entitled "Trustworthy Trees;" for I do not believe that as a class, nurserymen and nursery methods are any more rotten than any other line of business.

If publicity and market development are divorced from Association activities—and I think they should be—it is my opinion that no man can show results as Secretary that will justify the present expense. There is not sufficient opportunity. I am speaking frankly and with due respect to Mr. Watson who has labored earnestly and faithfully.

That brings us to the subject of market development to which the activities of the Secretary have evidently been largely directed. I think the original proposition was to raise outside of the Association a fund of \$50,000 per year for five years to be devoted to the broadening of the market for nursery stock by creating an appetite and desire for fruits and flowers in the minds of the reading public. That plan appealed to many nurserymen who became liberal subscribers—as was their privilege and right. Many of us who dispose of our goods through salesmen felt that we could secure better results for our money through other channels and declined to subscribe—that was equally our privilege and right.

Later, the plan was unloaded on the Association, dues were largely increased to provide funds for market development and publicity; and the agency nurseryman was asked to pay dues, computed on the basis of retail prices, to support a proposition in which he did not believe, as a condition precedent to continued membership in the Association which he had for many years fostered, sustained and labored for.

Where is the original market development idea now? What has become of the plan that was to excite and stimulate the appetite of the buying public so that it would consume more fruit and flowers and thus increase the business of the nurserymen of the United States? It seems to have been abandoned for the new scheme of advertising our Association and its members; their trustworthiness and reliability to be guaranteed by our Association, even though our Association has taken no practical steps to standardize quality, grades, prices, methods and service, which I have always understood was the first step precedent to any such action by any trade association. If that becomes necessary, how is it proposed



to standardize grades and quality and how can you harmonize in the minds of the buying public the prices of the wholesaler who sells to the consumer; the prices of the landscape nurserymen, so-called, the catalogue nurserymen and the agency concern? The committee that undertakes that job will need more than human understanding.

This "trustworthy" plan does not aim to increase the demand but to confine business selfishly to Association members and hopes to hold members in the Association by the fear that they cannot succeed if outside of the fold. Is that ethical? Are the original development advocates satisfied with the absolute abandonment of their plan?

Mr. Mayhew says, "We have had five years of house-cleaning." A good house-wife would say that any house-cleaning that does not result in expelling dirt, but simply stirs up a lot of dust inside of the house is a mighty poor job and better never started. I fail to see any dirt thrown out of our doors so far. There has been a lot of talk about the Vigilance Committee but what has it done that would interest the public and convince it that we are reforming? It took up a few cases at Chicago, mainly matters of trade practices and of no concern to the buyers of our products. The public is not interested in the ethical question of whether I should send a wholesale price list to a consumer—in fact it would approve. The committee was challenged directly by Lovejoy to act on some specific cases where he felt the public was deceived and injured. What was done?

A condition, not a theory confronts us. The A. A. N. is composed of many men of many minds, necessarily so because of the many methods of the distribution of our products and the wide range of prices that the consumer is asked to pay. We embrace growers who sell to dealers or consumers, landscape nurserymen, so-called, catalogue men, agency houses, and many varieties in every class. Their prices can never be harmonized, consequently their interests will be divergent. Why waste time in trying to harmonize such widely separated methods in the hope of bringing about uplift, cooperation, progress and reform? The catalogue man does not care about my troubles and I don't worry about his.

There are a few fundamental points in which every nurseryman in the country is interested; prominently transportation, legislation, and tariff. Let us get back to the old days of "the simple life;" confine the activities of the Association to such matters of general interest. Foster and develop the department of transportation and the work of the traffic manager. Legislation and tariff can be handled by committees as they were in the past and as they are being handled today. Only moderate dues will be necessary and every reputable nurseryman in the United States should be eligible for membership and should be brought in. Our membership should be as large as possible in order to back up our committees when they go before Congress, State legislatures and railroad officials, for membership means votes and influence—and votes count in Washington and State legislatures. Affiliated organizations, wholesalers, retailers, market development subscribers, meeting at the same time and place as the main association can handle their individual problems as they see fit.

This is an expression solely of my individual ideas and

not a statement from the Old Guard. It is longer than it should be but your invitation must be blamed. My views may be wrong, but are honest views and should not be termed "intemperate criticism." They are not the views of one "whose long tenure in high and leading positions naturally makes it difficult to grasp the point of view of the progressives," for I have never held an office in the Association. They are based on rather close observation of the developments of the past five years, starting with the earnest hope—although somewhat skeptical—that the then proposed program would lead to profitable and glorious results. I have never believed that there is anything generally, ethically, or fundamentally wrong in the policies and practices of the nursery business or in the character of its members, and I do not believe it now. We have some crooks perhaps. In what activity are they absent? Let us clean them up quietly and not advertise our frailties to the world.

As Mr. Mayhew says, "the majority must rule" and if the majority after sober, careful thought—uninfluenced by fervid oratory and stage effects (if that is possible)—decides that "it stands square for the policies which are now the approved policies of the Association;" then, those of us who cannot agree with the majority and the present policies, must decide our future course.

#### OFFICIAL EXPRESS CLASSIFICATION

Bulbs or tubers—Second Class rates.

Plants—Berry or vegetables, boxes or crated, second class.

Not otherwise specified—1st class.

In pots or tubs, not crated, 2 times 1st class.

In pots, weight of shipment not exceeding 25 lbs., when in corrugated paper boxes, pots securely fastened to sides and bottom so that contents cannot shift—1st class.

Will not be accepted when in pots or other receptacles completely boxed, except as provided above.

Trees—Trees and Shrubs, Growing.

In pots or tubs, plant and receptacle crated 1st class.

In pots or tubs, not crated 2 times 1st class.

Trees Not Otherwise Specified, and Shrubs and branches thereof

Charges must be prepaid or guaranteed.

Boxes, crated or strawed and baled—1st class.

On the subject of marking, the Classification has this requirement: (*g.*) NURSERY STOCK AND TREES in bundles or bales must be marked with not less than two tags, securely attached, and when in bales, shippers should place a duplicate address tag inside the bale for the purpose of identification.

The advantages of having an "inside address" is that when the original tag is torn off by accident in transit, the additional tag enables the express people to identify the shipper. This avoids the necessity of sending such shipments to the "Over Without Mark Bureau" and prevents a claim.

A considerable amount of nursery stock is sent to the "On Hand" departments, through incomplete or inaccurate addressing, as well as refusal by consignees to accept



shipments. An out-of-town producer may take a chance of disposing of a surplus stock by sending shipments to city dealers or other wholesale concerns by C. O. D., and delivery by the express carrier is prevented when the consignees in such cases decline to take them on approval.

When this happens, the express driver simply returns the shipment to the local On Hand bureau, where it is held while the express company communicates with the shipper for orders to return the shipment or to make disposition of it elsewhere. As nursery stock is usually perishable, and in winter freezes easily, the express carrier is in a difficult position, because it is required by law to hold such shipments at least 30 days.

In instances of this sort, a great number of correspondence and delay results, seldom of any benefit to nurserymen who make such shipment, while the carrier is handicapped in its effort to make prompt and clean deliveries of shipments previously ordered by dealers.

#### PREVENTING EXPRESS SHIPMENTS FROM GOING "ON HAND"

A campaign has been started in the express business, to keep down the number of shipments which find their way to "On Hand" departments, because the addresses are inaccurate, or incomplete, or because of cancellation of orders or some other disagreement between shipper and consignee. An energetic effort is being made to clear up the undeliverable matter found in the "On Hand" rooms of the express company and at the Right Way meetings of the express employes, throughout the country, the subject is receiving special attention.

It is the opinion of operating heads in the express business that the growth of "On Hand" freight is a handicap to improvement in the express service. Practically every industry is interested in prompt delivery of goods and the carrier is seeking the cooperation of the shipping public to remove the heavy burden which the storing and care of "On Hand" freight involve. It is found that a large number of claims and annoying controversies are directly chargeable to the abuse of the "On Hand" privilege.

While it is a decided advantage to the transient shipper to have the express carrier hold his goods for him until he arrives, and to do this without added expense, it was not intended that regular express patrons would ask or expect the carrier to store their goods while some argument between shipper and consignee was being settled. The express company does not generally charge for storing shipments, but some such step may be taken unless the situation improves.

In seeking the cooperation of the shippers, the transportation company lays emphasis upon the importance of every shipper having the consignee's full name and address, street and number, plainly stencilled or otherwise marked, on each piece he sends by express. It is equally important, the carrier points out, that each shipper shows his name and address clearly on each piece of a shipment.

That consignee should accept delivery of shipments tendered and not leave them on the carrier's hands is the contention of the express company in this campaign. This should be done even if shipments are offered in bad order for then the consignee can dispose of them to the best advantage and thereby reduce the loss to the lowest

possible figure. Shippers and consignees are urged to give special attention to postal notices sent out by the carriers to both of them, when a shipment cannot be delivered by an express driver, for any reason.

When a shipper is informed by the express company, through the usual postal notices that the consignee to whom he sent his goods has refused to accept them, it will facilitate matters if he will give prompt and definite instructions for the disposal of the shipment in question.

#### MY DREAM

Sitting at my battered desk one evening, weary and disheartened by the arduous but futile efforts of the day, in trying to find, with a magnifying glass, the profits of my business during the past year, I relaxed for a few moments, lighted my pipe, leaned back in my chair, and put my feet on the desk. It seemed to me that I was at once transported to a strange but wonderful country.

As I wandered along thru this Enchanted Land, a cheery voice hailed me: "Welcome! Brother! where are you from?" "Rochester, N. Y.," I said. "Will you kindly tell me what country this is?" "This," he said, "is the United States of America. In this direction—waving his hand toward the right—extend the grounds of the great distributing point for trees and plants belonging to the American Association of Nurserymen." What, I asked, is that vast, imposing building, with marble facade, and roof of burnished gold? "That," he said, "is the palace of the Association. Those palatial residences, with large, well kept grounds, which you see dotting the landscape for miles in every direction, are the residences of the members of the Association, where they dwell in luxury."

He led me to the Palace. At one end of a very large room, with tiled floors, marble wainscoting, ceiling ornamented with gold and silver, walls decorated with representations of various fruits, each separate fruit represented by a precious stone of suitable color and fabulous value, stood a massive golden throne, on which sat an imposing personage, with a diamond studded crown on his head, and a scepter in his hand. Directing his stern eagle gaze to a group waiting, with bowed heads, at the entrance, he beckoned them forward and they knelt before him.

Who, I asked, is the person on the throne? "He is the Moses who led us out of bondage," my guide replied. And who are those kneeling before him? "They are the Public, beseeching him for permits to buy American Association trees and plants."

Such a vast distribution must require a vast production, I remarked. I should like to see some of their nurseries, where this immense output is produced. "Oh," he said, "they have no nurseries. 'They toil not, neither do they spin.' Their trees and plants are grown by poorer people, who are obliged to labor for their daily bread. Yonder lie their lands—waving his hand toward the left.—These people are of a lower order of intelligence, have no genius for organization, and therefore are compelled to grow the trees and sell them to the As-



sociation. The Association fixes the price they shall receive, as well as the price the public shall pay.

But, I said, cannot these growers sell their product direct to the public, and thus make their own prices? He replied, "my dear sir, I see you have no knowledge of the Association Trademark Label, 'TRUSTWORTHY TREES AND PLANTS.'" To buy or sell trees or plants without this label attached, is a serious crime, the first offence punishable by fine and imprisonment, the second offence by death. The use of this label by parties outside the Association subjects them to the same penalties. Trees bearing this label are absolutely trustworthy: true to name, thrifty, healthy and well rooted; insect proof, blight proof, drought proof, frost proof, disease proof, transportation proof and fool proof. The rains and dews from Heaven favor them above all others, and when they are planted they adjust their own roots automatically to their proper position in the ground, so they always live and thrive. In fact, the moral influence of this label on the tree is such that any conscientious tree would probably absent itself without leave, and wander away to commit suicide, rather than become a party to an error or a fraud by passing wrongfully into a purchaser's hands. Willow trees, bearing this label, about to be planted in dry unsuitable soil, have been known to break into speech and plead so eloquently for a more congenial location, that they carried their point.

A method is now being devised whereby it will become possible to have trees bearing this label propel themselves, both in boxes and bales, across country to the purchaser's premises, thus saving the risks and expense of shipment. All that will be necessary is to affix a card to each package, giving proper address, and bearing the Association Trademark. The executive committee now have the matter under advisement, and no doubt it will be sprung at the next annual meeting.

I, myself, deeply feel the moral influence of this label permeating the very atmosphere of these hallowed grounds. Under its spell it would be absolutely impossible for me to tell an untruth, or make a misrepresentation of any kind."

I started toward him, with murder in my heart—, but just then my feet slipped off the desk, and I awoke. It was only a dream.

J. W. L.

### FRUITLAND NURSERIES

Sigmund Tarnock has severed his connection with the firm of Tarnock & Co., Augusta, Ga., and in future the business will be conducted under the name of the Fruitland Nurseries, successors to the P. J. Berckmans Co., Inc., Augusta, Ga., J. G. Bailie, president. This firm has retained the services of the most experienced superintendent, foreman and propagators of the P. J. Berckmans Co. They will specialize in ornamentals, and have now a large stock in nursery and propagating houses. In addition to the nursery business they will carry on a thoroughly up-to-date landscape department.

### GOVERNMENT POSITIONS OPEN

The United States Civil Service Commission announces an open competitive examination for laboratory aid in foreign seed and plant introduction on April 13, 1921, at the places listed hereon. Vacancies in the Bureau of Plant Industry, Department of Agriculture, Washington, D. C., at \$840 to \$1,000 a year and in positions requiring similar qualifications, at these or higher or lower salaries, will be filled from this examination, unless it is found in the interest of the service to fill any vacancy by reinstatement, transfer, or promotion.

<i>Subjects.</i>	<i>Weights.</i>
1. Practical questions on packing and labeling plants and seeds for foreign shipments . . . .	30
2. Practical questions on protection and care of new plant introductions . . . . .	30
3. Education and experience . . . . .	40
Total . . . . .	100

Preliminary requirement.—Applicants must have had at least a common-school education and six months' experience in either greenhouse or garden work, or a combination of both.

The United States Civil Service Commission announces an open competitive examination for assistant plant breeder on April 5, 1921, at the places listed hereon. Vacancies in the Bureau of Plant Industry, Department of Agriculture, for duty in the field, at \$1,400 to \$1,600 a year, and in positions requiring similar qualifications, at these or higher or lower entrance salaries, will be filled from this examination, unless it is found in the interest of the service to fill any vacancy by reinstatement, transfer, or promotion.

<i>Subjects.</i>	<i>Weights.</i>
1. Practical questions in breeding and genetics . . . . .	50
2. Thesis (to be submitted to the examiner on the day of the examination) . . . . .	20
3. Training and experience . . . . .	30
Total . . . . .	100

Preliminary requirement.—Under the subject of "Training and experience" applicants must show that they have had at least two years' training at an agricultural college, or at least two years' progressive practical experience in breeding and other experimental work with cultivated plants.

Gentlemen:—

You will kindly note our new address, we have here much larger grounds and a much better show grounds, took possession of the new place on May 5th, 1920.

Check attached for subscription for the valuable National Nurseryman, would hate to be without it on our desk.

Yours very truly,

HARTUNG BROS. NURSERIES,  
158 Palisade Avenue, Jersey City, N. J.

March 4th, 1921.



# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902  
Published monthly by

THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor .....ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance .....	\$1.50
Foreign Subscriptions, in advance .....	\$2.00
Six Months .....	\$1.00

Advertising rates will be sent upon application. Advertisements should reach this office by the 20th of the month previous to the date of issue.

Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., April 1921



## WHAT IS THE REAL TROUBLE WITH THE AMERICAN ASSOCIATION?

Ours is a firm with a reputation, in fact, it is the leading concern of its kind, in the country.

We have a fine list of customers and we do our best to look after their interests. Several years ago we adopted a new policy so that we could better serve our customers but some of our best and oldest customers do not seem to like it, they have even threatened to withdraw their patronage, some have.

The question of integrity does not enter into the subject, it is rather one of our advertising of which some of our customers do not approve.

Under such circumstances is there any set of business executives that would not carefully analyze the objections and try and adopt a policy that would have the approval of those who support the business?

Is not this the position of the American Association of Nurserymen?

All those who have closely followed the workings of the reorganized Association, know opinion is not divided on the progressive policy fathered by Mr. Mayhew and adopted at the Detroit Convention, but on the method by which it is aimed to accomplish it.

A contemporary trade paper recklessly divides the members into two camps for and against, this is not only unjust but dangerous in the extreme.

Unjust because it places loyal members with good

business acumen in the position of either surrendering their business experiences to others or being put in opposition to progress.

Dangerous because it creates factions in an Association that needs one hundred per cent cooperation to effectually accomplish what the entire membership desires.

The greatest forces are the quiet ones.

Bluff and bluster will often prop an unsound policy for a time, but it is the grubby grind of patient attention to facts that stand the acid and brings success and incidentally furnishes the funds to run the Association to bring about success of its aims.

Unless the policy is founded on principles that are fundamentally sound and the program practical a big noise will never make them so.

Our contemporary unjustly publishes a list of firms opposed to the policy of the American Association without giving the reasons for their opposition, also a list of names of those who have resigned.

Taking this list at face value it represents a turnover of business the American Association cannot afford to lose.

It would be interesting to see what it would actually mean to the dues of the Association—perhaps fifty per cent.

However much it is the Association cannot afford to lose them.

Apart from the financial phase of the subject, there is another one. We will suppose the Association continued its present policy or program and those named withdrew their support. The trade mark would soon become identified in the public mind as belonging to a trust rather than a source of trustworthy trees and plants and the outsiders would in self defense, if not for a less worthy motive begin advertising that they did not belong.

The one encouraging fact is that as Mr. Mayhew stated "the sentiment of the members is in favor of the progressive policy of the last five years."

The main thought is to discover the method by which this shall be brought about.

There is little doubt that due to the wide discussion of the subject in advance of the Convention, members will come prepared to find a solution.

The work of the Association for the past five years will not be scrapped although we may have to retrace our steps a little to get on the right track.

## EXPRESS RATES

Dear Sir:

Our Association Traffic Manager, Mr. Charles Sizemore, informs us that the latest information concerning the recent tremendous increase in express rates on nursery stock is as follows:—

Effective January 1st, all nursery stock moves from the Inexpensive classification of second class, to the FIRST CLASS, HIGH PRICE classification. This change from second class to first class makes an additional advance of 33½% in addition to all the increases that have taken place by ordinary increases in express rates. Nursery stock has always been carried as second class express in the past, and while the Association made



every effort through their representative, Mr. Sizemore, at the Interstate Commerce Commission hearing, to prevent this change of classification, which is causing hardship on the planters of nursery stock and nurserymen, the committee evidently had its mind so set on increasing the revenues of the Express Companies, that our protest was in vain, and nursery stock went to first class on January 1st, and the cost of transportation increased 33½%. This almost doubles the cost of express for nursery stock in the last year or so.

Everybody should immediately write the strongest possible kind of letters, especially the American Association of Nurserymen, to his Congressman and Senator. Also protest in the strongest possible manner to the Interstate Commerce Commission, Washington, D. C.; also to the Head Office of the American Express Company, in New York City.

This matter was brought up at the recent meeting of the Western Nurserymen's Association and it was agreed that this situation creates a great menace, not only to the future of the nursery industry, but to the future fruit food productive power of America. It will greatly reduce an industry that the Federal Government and the State Governments have fostered and endeavored to up-build from their inception.

To make America productive and to reap bountiful harvests of fruit and grain, is of vital interest to every American—whether he be a producer or a consumer. The wisdom of fostering any Agricultural industry which increases the food production of the United States has never been questioned. Every Senator and Congressman, for the last 75 years has realized this fact. This fact is the reason for all our great irrigation projects. It is the basis of all our conservation and forestry work. It is the basic reason for giving every possible Federal and State aid to increase planting of fruit and forest trees. Preferential freight rates and express rates have always been recognized as desirable on these products, in order to stimulate their production and propagation.

Most of the small home owners and the farmers depend largely on express shipments for their nursery stock. These express rates have now been raised to such a point that it is going to materially decrease the movement and planting of nursery stock. Ultimately, this will mean a great decrease in the bearing, food-producing fruit trees in the country, and a consequent shrinkage of fruit supply.

Statistics show that in the last ten years, the bearing orchard acreage has decreased nearly 50%. In the State of Missouri, for example, there are only one-half as many bearing fruit trees as there were ten years ago. Ten years ago there were fourteen million—today there are only five million bearing trees.

The alarming thing about this situation is this:—"When the Government Officials and Congressmen realize that the new prohibitive express rates and similar restrictions have further reduced the number of fruit trees in this country to the point where the American people cannot obtain enough fruit for their health and well-being, it will be too late." It takes eight to ten years to make an orchard. Fruit trees planted today will fur-

nish the fruit supply ten years from now. When the people realize that their fruit supply has been largely exhausted, it will be too late.

The nurserymen and the farm interests and everyone who plants fruit trees or uses fruit, should without delay, place this matter before their Representatives in Congress and their Senators. Urge them to bring the strongest possible pressure to bear on the Interstate Commerce Commission to put fruit trees and other nursery products back in their old express classification—namely—second class express, instead of the higher priced, almost prohibitive, 1st class rate. If they don't the cost of express transportation will remain as it now is, almost double what it was a short time ago.

It may be that the strongest kind of letters you can write will not correct this disastrous situation, but the time will come when the Express Companies will realize that the present rates are not productive, and must be reduced. This time will probably come within the next year and when that time comes, your efforts now will undoubtedly bear fruit. Get on record now, act at once, to help break this strangle hold on the nursery and orchard planters of America.

If we all act, act quickly and with the utmost determination, we can make the proper officials realize the disaster they are calling down upon the fruit production of the United States.

Hoping for prompt action, I am

Very truly yours,

LLOYD STARK, *President, A. A. N.*

P. S.—It is suggested that you send copies of your replies from your Congressmen, Interstate Commerce Commission, and the American Express Company, to Chas. Sizemore, Traffic Manager, Louisiana, Missouri, or to the writer.

#### ABOUT THE FREE REPLACEMENT OF NURSERY STOCK

Monroe, Michigan, February 15, 1924.

Editor National Nurseryman,  
Flourtown, Pa.

Fellow Nurserymen:—

Allow me to take up just a little of your valuable time in discussing and exploiting on the much abused subject of free replacing of nursery stock.

The question arises whether it is good policy for us nurserymen to replace indiscriminately, trees that fail to grow the first season.

I believe that none of us nurserymen will argue the question or the justification of replacing trees free of charge or refunding money paid where the nurseryman is to blame. However, when it comes to a point where the blame for losses in nursery stock after planting rests with the customer, can we nurserymen afford to gamble on conditions arising through carelessness in cultivation, exposure and neglect, poor planting—often crowded in small holes, improper pruning, injury done by domestic animals, and through carelessness in cultivation, or where the stock is planted on hard, heavy and dry soils?



The writer, who has had a full lifetime experience in the pursuit of the retail nursery business, having for a period of fifteen years tried out the system of replacing, free of charge, changing later to replacing at half price and afterwards since ten years entirely quitting the practice of replacing free of charge excepting in cases on account of delays or other causes where the losses could be traced to our firm, being at fault.

Under our present system we actually find that we are making more friends by occasionally giving our customers a tree where one dies, although we had not obligated ourselves to do it, when the order was taken. We find that under this plan our customers are generally satisfied. Whereas, under the old plan of replacing free of charge they seemed never to be satisfied and we were always kept under obligations to them more or less, especially with the careless planter. Under the old plan we have often found that the careless planter and especially one, who would be inclined to be a little bit tricky would call for replacements of the same trees several times over.

In an exchange of correspondence with some of the retail nursery firms, it was mentioned that it was easier to get agents to sell nursery stock where the same agreed to replace free of charge and, also, because it offered inducements for the customer to place an order. Are we not lowering the standard of the nursery business by submitting to such unreasonable terms? Are we not actually spoiling the good qualities of agents by permitting them to replace indiscriminately and encourage an incentive to make unreasonable promises and to do things beyond their jurisdiction? Is it not a temptation for the agent to replace many things that should not be replaced?

If the policy of free replacing by the retail nurserymen is advocated, does it not stand to reason that the wholesaler, the mail order nurserymen and florists would eventually be obliged to fall in line and do the same thing?

Shall the nursery business endure? Shall it occupy an equally high standard with other industries of this country? Are not our productions among the most useful and beautiful of all things produced?

If the nursery business of this country is to prosper, we must not only cease to invent obstacles that will prevent the progress of the nursery business, we must aim to build up a better standard.

We must not only cease to encourage careless planting, we must educate our clients to plant carefully so as to prevent losses.

We must not only cease to educate our agents and clients in the thought that our goods are a cheap article and that we can afford to give away things, we must teach them not to make unreasonable promises for which we are not responsible.

We must not only cease to impress the client with an unreasonable obligation we are to carry in the practice of replacing free of charge indiscriminately, we must encourage a policy that will put the stamp of quality on our goods and enhance the character of the nursery business.

Would a doctor guarantee to keep a man well for a

year after collecting a large fee? Could a man afford to give guarantee when selling a horse that it would keep in good healthy condition for an indefinite time?

Gentlemen, I sincerely hope you will find time to discuss this vital and important question during your deliberations at this meeting, so that the matter may be taken up again at the convention next summer.

Extending to you my most cordial greetings and best wishes for unbounded success of your meeting, I am, with great respect,

Yours very truly,

CHARLES E. GREENING.

P. S.—Mr. Greening would be glad to hear from any nurseryman on this subject. Address him at Monroe, Care The Greening Nursery Company.

## UNITED STATES DEPARTMENT OF AGRICULTURE

### FEDERAL HORTICULTURAL BOARD

Washington, D. C.

February 25, 1921.

### RESTRICTIONS ON ENTRY OF FOREIGN PLANTS WIDELY MISUNDERSTOOD

Any law or regulation which restricts freedom of action on the part of the individual necessarily has enemies. Federal and State plant quarantine legislation aiming to protect this country from now important plant pests is not an exception to this rule. Just now Federal Quarantine No. 37, which restricts the entry of foreign plants to prevent such entry of pests is being unjustly criticised by a few persons who would like to see this quarantine abolished or amended so that in large measure the old time free importation of foreign nursery stock and other plants could be resumed with all its attendant dangers. It would hardly be worth while to pay attention to these criticisms except that they absolutely misrepresent the quarantine and have been widely circularized through a fairly active propaganda and unfortunately have been accepted at face value by many plant amateurs and societies of such amateurs. Such persons and societies, from lack of acquaintance with the quarantine and its workings, have thus obtained a very erroneous idea of the actual restrictions now being enforced on the entry of foreign plants. The agricultural and horticultural and nursery interests of this country appreciate the need for this quarantine and understand the provisions limiting plant importations. But for the information of plant amateurs throughout the country and of amateur horticultural and garden societies, etc., it seems desirable to issue a statement of facts in relation to Quarantine 37, indicating the provisions which are made under it for the importation either free or under restriction of any plant whatsoever for which a necessity can be shown and to correct the more important of the misrepresentations which have gained acceptance in some quarters through lack of accurate information about the quarantine.

AMPLE PROVISION MADE FOR THE ENTRY OF ANY AND ALL PLANTS with respect to possibilities of plant importations under Quarantine No. 37, amateur societies and plant lovers have a right to be concerned by such statements as the following, taken from this propaganda:

The Department of Agriculture has inaugurated "a policy that would gradually result in the exclusion of all foreign nursery stock and florists' stock, a Chinese wall policy" for America which will exclude "other plants which may be discovered anywhere as valuable to us as have been the Apple, the Lilac, the Peach, and countless other familiar but exotic plants in use today;" and "the extension of the present system of exclusion by regulation under a blanket law will undoubtedly result in a total embargo against further horticultural progress in the United States!"

What are the facts as to restrictions on plant importations? No plants are absolutely prohibited entry into the United States under Quarantine No. 37 or under any other Federal plant quarantine! Ample provision has been made for the importation into the United States of any plant whatsoever, whether for introduction, experimental, scientific, or other purpose. The Department has no wish or intention now or at any time to make



it impossible to provide for the entry under proper safeguard of any plant for which a reasonable need can be indicated.

#### How Plants may come into the United States

1. Unlimited entry is possible without permit or other restriction of field, vegetable, and flower seeds, and of fruits, vegetables, cereals, and other plant products imported for medicinal, food, or manufacturing purposes.

2. Unlimited entry is possible under permit of from 80 to 90 per cent of the bulbs hitherto imported; of all stocks, cuttings, scions, and buds of fruits; the important rose stocks, and all seeds of fruit and forest trees and of ornamental plants and shrubs, including hardy perennial plants.

3. Entry, limited only by legitimate needs, of all other plants is provided for under special permit for the purpose of keeping the country supplied with any new variety or any necessary propagating stock.

4. The exceptions to these paragraphs (1 to 3) are those involved under specific quarantines, as, for example, the quarantines relative to citrus plants, bamboo, banana, etc., but any plants prohibited entry under such quarantines may be imported by or through the United States Department of Agriculture, for any necessary experimental, scientific, or introduction purposes.

The classification of plants above given includes all plants and seeds whatsoever for propagation or other uses, and indicates clearly the purpose of the Department and the provisions of the quarantine to provide for the entry now and hereafter of any necessary or useful plant, and in quantities sufficient to meet any reasonable need.

#### HOW PLANTS MAY BE IMPORTED

It is not necessary to consider the importation which is unlimited as to quantity and practically unrestricted of the plants and seeds in the first two groups of plants as classified above. The third group of plants in this classification includes all ornamentals and other plants not included in groups 1 and 2 and it is the restrictions on importations of this group that are objected to in this propaganda. As already indicated, provision is made under the quarantine for the importation of any of these plants under special permits, the only limitation being the showing of the necessity for their importation to supply stocks of any new plants or of any old plants not now commercially available in the United States, for the purpose of establishing reproduction plantings which may ultimately make this country independent of further foreign supplies. With respect to such importations, the Department has adopted a policy of great liberality under the point of view that it wishes to afford every reasonable means for the introduction for the purpose indicated of any plants not now available in this country. The immediate sale of plants thus imported is necessarily not permitted, and the plants imported are required to be kept and utilized for the purpose of reproducing additional stocks for the period (1 to 5 years) designated in the permit, this period being based upon the time needed for such multiplication or reproduction. No restrictions are placed on the sale of any plants produced from such imported stock except that the importer will be expected to maintain a sufficient supply to meet his continuing needs. Special permits for such importations are issued to any and all applicants who agree to the conditions of the permits and will be continued to be issued with respect to any plant until the Department of Agriculture is convinced that adequate stocks are commercially available in the United States.

#### PLANT EXPERTS PASS ON ALL SPECIAL PERMITS

With respect to any requests for a special permit, the determination whether the plants requested are either new or are commercially unavailable in the United States is made by a committee of experts appointed by the Chief of the Bureau of Plant Industry of the Department, men therefore who are thoroughly acquainted with the subject. In addition, the recommendation of this committee before being returned to the Board receives the approval of the Chief of that Bureau. With respect to such permits, furthermore, the Department recognizes that plants may be common throughout the country and yet not available commercially and for such plants also special permits will be issued. Undoubtedly some errors have been made in refusing permits, but on proper presentation of evidence the permits in question have been issued. There may also have been some lack of uniformity at the outset before an adequate system of records and control was worked out but under the existing system action should be uniform. The Board, however, will give careful consideration to evidence with respect to any permit which would warrant its issuance even over the recommendation of the experts of the Bureau of Plant Industry. The Board's own function with respect to such permits is to insure uniformity and to enforce the conditions embodied in the permits.

The requirement of a bond in connection with such special permits has been objected to in a few instances. It developed that such bonding of permittees was a necessary requirement. The mere promise of a few importers at least was apparently not sufficient and at the outset plants imported under special permits for the purpose of propagation were in some instances promptly sold in violation of the permit. The bond seems to be the only means of insuring full compliance with the permit and unfortunately it is a burden which must fall on all alike. The bond employed, however, is the one which has been long used in the Customs Service for similar purposes and has not proved any serious bar to plant importations, as evidenced by the special permits already issued and the importations made thereunder, discussed below.

#### RECORD OF IMPORTATIONS OF "PROHIBITED PLANTS"

The records of actual importations of this class of so-called "prohibited plants" makes a very informing statement with respect to the charges of "total plant exclusion," "Chinese wall," etc. The records of the Department indicate that since the promulgation of this quarantine some 650 permits have been issued for the entry of those so-called "prohibited plants." The plants authorized entry in these permits include bulbs, ornamentals, roses, orchids, herbaceous plants, etc., to a total of upwards of sixteen million plants. The bulk of these is naturally represented by bulbs and bulblets which must be secured in large quantities for adequate reproduction purposes, but the permits also include several hundred thousand ornamentals. Altogether these permits include authority for the entry of 5,000 different varieties of plants out of some 5500 covered in the requests received, in other words, ten out of eleven of the plant varieties requested have been authorized entry. These special permits are valid or may be extended until the plants authorized have been secured and entered and many of them are still in force. The "prohibited plants" thus imported are now being grown in hundreds of establishments in some twenty-five different States and also in the District of Columbia. This new plant production development should within a few years make us independent of much of the stock which was formerly secured abroad and will build up horticulture and floriculture in this country in the most constructive and permanent way, and, at the same time, accomplish the object of the quarantine, namely, to very materially lessen the danger which has hitherto been a continuing and heavy one, of entry of new destructive plant pests. This does not look like an "embargo" or a "Chinese wall plant policy for America!"

#### FUNCTIONS OF THE FEDERAL HORTICULTURAL BOARD MISUNDERSTOOD

There seems to be a general misapprehension with respect to the functions of the Federal Horticultural Board in relation to this and other quarantines promulgated by the Department of Agriculture. This point of view is voiced in the propaganda referred to in such expressions as "The Horticultural Board is the controller of the horticultural research and commerce;" "Permits issued or denied arbitrarily;" "The official acting for the Federal Horticultural Board determines the quantity of any plants which in his wishes it is proper to admit;" "The present Federal Horticultural Board is composed of plant pathologists and entomologists and has neither knowledge of nor interest in the development of the garden art and all that it means to America!" "There is no reason why five men, none of whom is a horticulturist, should have power of life and death over the florists and nurserymen of this country, a power prohibiting millions of amateur gardeners from growing the plants which they desire," etc.

#### WHAT IS THE BOARD AND WHAT ARE ITS POWERS?

The Plant Quarantine Act of August 20, 1912, provides: "That for the purpose of carrying out the provisions of this act there shall be appointed by the Secretary of Agriculture from existing bureaus and offices in the Department of Agriculture, including the Bureau of Entomology, the Bureau of Plant Industry, and the Forest Service, a Federal Horticultural Board consisting of five members, of whom not more than two shall be appointed from any one bureau or office, and who shall serve without additional compensation." As now constituted, this Board includes two persons from the Bureau of Entomology, two from the Bureau of Plant Industry, and one from the Forest Service.

The misconception in relation to this Board is chiefly that it has full powers and is a law unto itself and acts arbitrarily on its own information and on its own whim. In point of fact, the Secretary of Agriculture is designated as the responsible administrator of the act and the Board is appointed to assist the Secretary in such administration, and all quarantines or other regulatory orders under the act are issued by the Secretary of



Agriculture. Furthermore, the Board is not the sole or even necessarily the important advisor of the Secretary with respect to such quarantine and regulatory actions. Every subject of quarantine or regulation is referred to and discussed by the great body of plant experts of the Department. As is well known, there are in the Department of Agriculture hundreds of plant experts covering every phase of plant production and plant improvement—men who are recognized throughout the country as leaders in their plant specialties in horticulture, floriculture, and forestry, and it is from this body of both technical and practical men that the Secretary and the Board get advice and information with respect to all proposed quarantine or other restrictions on plant movements.

In addition to this expert advice within the Department, the act provides that, prior to quarantine action, and after due notice, public hearings shall be held at which any person in interest may have opportunity to present any phase of the matter or any argument for or against the proposed action. The final decision of the Department on quarantine and related matters is based on the information and judgment, therefore, of its own plant experts as well as on the facts presented at these public hearings, and on all other available information. The provision for the consideration by a committee of plant experts of all requests for special permits for entry of plants otherwise excluded has already been described.

#### PLANT INSPECTION IN WASHINGTON OBJECTED TO

Strong objection has been made to what is described as the requirement for sending all plants to Washington for inspection and certification. In point of fact, this requirement applies only to the importation of so-called "prohibited plants" for reproduction purposes and not at all to the classes of plants which are permitted unlimited commercial importation. The objection to inspection in Washington of plants imported under special permit has a sound basis, viz., delay, expense, and rarely some risk to the health of the plants. This requirement, however, is based merely on the lack of funds to establish adequate inspection offices and forces at numerous ports of entry. In making provision for the entry of the so-called "prohibited plants" for introduction and reproduction purposes it was necessary in order to guard against risk of entry of new pests, to provide for a very adequate and thoroughgoing inspection, and, if necessary, disinfection of such plants. The available funds have permitted the establishment of but one such equipment and this only by taking advantage of the existing trained corps of inspectors under the Board at Washington. The Department has been perfectly willing, and has endeavored to secure appropriations which would enable it, to establish properly equipped inspection points at the two or three main ports of entry. This difficulty, which is the one principally complained of, is therefore not one of intention and is one which it is hoped will soon be remedied. Such enlargement of inspection facilities was, in fact, begun some time since by provision for inspection at San Francisco of imports under special permits from trans-pacific countries.

An investigation of the delays complained of indicates that for the most part they are the result of neglect of the brokers or others at the port of entry to make provision for the prompt forwarding of the shipments, or are due to transportation difficulties over which the Board has no control. In point of fact 99 per cent of the importations coming to Washington for inspection get to ultimate destination with a minimum delay and without any material increase of injury to the plants. The considerable injury in the case of a few importations was due to faulty packing or delays in transit and not to the fact of their detention for inspection purposes in Washington. In other words, these plants were dead or in a dying condition when they reached the inspection offices of the Department. Better packing and better service at the ports of entry have largely eliminated this source of complaint. The successful establishment of hundreds of new reproduction enterprises in half of the States of the Union indicates lack of foundation for the criticism of injury or loss on account of the existing inspection requirements.

#### WILL ALL PLANTS ULTIMATELY BE BARRED OUT?

By the use of a portion of a sentence which has a perfectly plain meaning in connection with the report in which it occurs, it is represented in this propaganda that the Department of Agriculture intends ultimately to bar out altogether all plants from abroad. The sentence in question occurs in a report prepared by the Bureau of Plant Industry, long antedating the quarantine (February 25, 1918), and made in response to a request from the Board for advice as to the advisability of excluding in the near future or after a suitable period for adjustment all ornamentals or other plants with balls of earth about their roots, and also information on the exclusion of nursery stock of all kinds from

Asia and Africa and other little-known and little-explored parts of the world. This request was based upon the known risk of entry of pests in such soil and the impossibility of disinfecting such soil, and the known exceptional risk which comes from plants from Asia and Africa, and other little-explored regions, as illustrated by the many now plant enemies already established in the United States from such sources. In connection with this request the following significant statement occurs: "It is understood that provision should be made for importations by this Department for experimental or introduction purposes." Furthermore, this report of the Bureau of Plant Industry contains also in its conclusions the following statements:

That provision be made for the admission of limited numbers of new varieties or novelties.

That the Bureau of Plant Industry take steps for the inauguration of a specific project designed to aid the nursery and florist industries in matters of introducing, propagating, and growing stocks which under regulations of the Board may be excluded.

That a public hearing be called for the purpose of discussing the action here proposed.

The lack of any basis for this misrepresentation is perfectly apparent and the ridiculousness of the argument based upon it hardly needs rebuttal. There certainly is no agency in the United States that is better acquainted than the Department of Agriculture with the need for securing any useful and valuable plant which may be had in foreign countries and which is capable of introduction and establishment in the United States. This need has found expression in this Department in a host of useful plant introductions and in the establishment now for many years in the Bureau of Plant Industry of the Office of Foreign Seed and Plant Introduction. Through this office and other Department agencies some 10,000 different kinds of foreign plants have been imported during the last 25 years, many of which have proven to be highly useful plants and have already taken their place permanently in the agriculture and horticulture of this country. Furthermore, as already noted, the quarantine regulations are specifically drawn to make such introductions possible, and clearly indicate the continuing necessity for such introductions. All the pronouncements of the Federal Horticultural Board and of the Department with respect to this quarantine are specific and clear, and indicate no purpose whatsoever now or at any other time of an intention to bar any foreign plant necessary for the establishment of any new or desirable fruit or ornamental.

#### BOTANIC GARDENS NOT MATERIALLY RESTRICTED BY THE QUARANTINE

It is asserted in this propaganda that "The beneficial research work of the great institutions of America, such as the Missouri Botanical Garden in St. Louis and the Arnold Arboretum of Harvard University, have been either stopped or disastrously checked so far as such operations are dependent upon plants obtained from beyond the borders of the United States." The possibilities for the entry of any new or desirable plant whatsoever, already discussed, indicate the absolute lack of basis of this charge. The Department of Agriculture recognizes that institutions of a public or semi-public nature such as the leading botanic gardens of the country are on a different basis from the ordinary plant importer, and are deserving therefore of special consideration. For example, the bond which is required of the ordinary importer is not required of such gardens or in connection with any importations made by other recognized public institutions, such as agricultural colleges and experiment stations.

In view of the 650 odd permits which have been issued to private importers and the establishment of hundreds of successful plant propagation enterprises throughout the United States by importations made under these permits, the ridiculousness of the charge that botanic gardens are necessarily materially affected in their development by this quarantine is apparent. Certainly botanic gardens with their superior facilities can make importations under the quarantine just as successfully and readily as they have been made by hundreds of private importers.

The chief objection to the quarantine on the part of botanic gardens has been to the requirement of sending their importations to Washington for inspection and treatment. If, as indicated elsewhere, the Department secures funds to provide for inspection at the principal ports of entry, this objection will necessarily largely disappear.

Importations by botanic gardens and similar institutions do not differ in point of risk from those made by other agencies. On the other hand, the effort of such institutions to get new and strange plants from the little explored regions of the earth vastly increases this risk. The plant explorers of the U. S. Department of Agriculture have gone over much of the ground



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**-ALSO-**

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*Peach Trees*

*Pear Trees*

*Cherry Trees*

*Forest Trees*



covered by the plant explorers of these gardens, notably in China, Manchuria, and elsewhere in the Orient, and have collected similar material. All of this material is given very careful scrutiny by the Department's inspectors with the result that a considerable percentage of it has been found to carry new insect pests and plant diseases. This has necessitated the destruction by burning of many shipments secured at great cost by this Department, and in holding much of the rest in quarantine or limiting the introduction to buds taken from scions after very careful microscopic examination to determine freedom from infestation. It is perhaps worth noting that this Department during the last quarter of a century has made upwards of 50,000 separate plant introductions involving as elsewhere indicated upwards of 10,000 species and varieties of plants.

No examination or control similar to that given to the importations made by the United States Department of Agriculture has hitherto been possible with respect to the material imported by public gardens but there is no question but that such examination would have disclosed a similar average percentage of infestation. It must be remembered also that practically all of the important pests that have been introduced from abroad had been in this country from ten to twenty years before their presence was detected. This applies to the gipsy moth, the citrus canker, the corn borer, the chestnut blight, the European Satin Moth, recently discovered about Boston, and many others. Furthermore, such new insects and diseases may remain inconspicuous and fairly harmless as long as they are associated only with the imported plants but they may assume a vastly different relation when they reach native related plants. The chestnut blight, for example, is practically harmless to the Oriental chestnut which brought it into this country, but that has been no bar to the destruction by this disease now rapidly progressing, of the chestnut forests of America. This probability of vastly greater danger in this country over the country of origin applies to every new plant disease and every new insect pest, and has been repeatedly illustrated.

#### LITTLE DANGER FROM SHIPS' BALLAST

The subject of soil and other ships' ballast is again brought up in this propaganda with the argument that if such ballast is permitted entry the prohibition of the entry of plants with soil is illogical. In response to this objection, which is an old one, the Federal Horticultural Board had a very careful investigation of such ships' ballast conducted (1918-19) at the principal ports of entry of the United States. This investigation indicated that the war conditions had greatly increased the number of ships entering Atlantic ports in ballast, due to the necessity of return in ballast of transports engaged in carrying troops to France. This investigation indicated further that the bulk of the material employed as ballast consisted of sand, gravel, broken rock, and even ashes. The soil occasionally employed proved to be excavation soil (cellar and ditch soil) or soil from river banks. In other words, there was no indication that garden or field soil was ever used for such purposes. Later on the question of immunity of subsoil came up to determine its availability as packing material for bulbs, and the Department's investigation indicated that such soil could be safely so used and the quarantine was modified, permitting such use. Under the present normal conditions the amount of ballast coming to American ports is comparatively small, and the risk therefrom is trivial as compared with cultivated soil long associated with plants in greenhouse or outdoor cultures and more or less abundantly stocked with insect, nematode, and disease enemies of plants.

#### CONCLUSION

It would certainly seem to be good business and practical common sense to restrict so far as possible importations of plants which in the past have proved so disastrous to the agriculture and horticulture of this country. It is certainly unthinkable that the farm, garden, orchard, and forestry interests of the United States, or that any plant lover should want to return to the old system.

With the support of quarantine 37 a distinctively American horticulture and floriculture is now being created and the dependence on foreign grown plants is rapidly disappearing, and with it much of the risk of entry of new plant pests.

Quarantine 37 has been amended several times and may be amended in the future upon presentation of adequate reasons therefore, but no amendments will be seriously considered which will open up again the dangers which this quarantine is designed to guard against.

C. L. MARLATT,  
Chairman, Federal Horticultural Board.

Members American Association of Nurserymen:

Dear Sirs:

The following men have been selected for the program Committee for the forthcoming Convention at Chicago, next June:

Henry Chase, Chairman,  
M. R. Cashman,  
E. S. Welch.

All members, especially the members of the Executive Committee and other Committees are urged to submit to the Chairman, Henry Chase, their suggestions for the forthcoming program. In selecting Mr. Chase for Chairman of the Program Committee, I had in mind, not only his superior ability at program making, but also the fact that he holds the friendship and confidence of all the elements constituting the membership of the Association.

Messrs. Cashman and Welch have agreed to serve on the Committee and to lend their best efforts to the rounding up of what we believe will be the most effective program ever presented to the members of the American Association.

All the members are urged to lend their assistance in every possible manner, and to forward suggestions either to the Executive Secretary's office, Mr. John Watson, Princeton, N. J., who can forward them on to Mr. Chase, or direct to Henry Chase, Chase, Alabama.

Yours very truly,

LLOYD STARK, *President*,  
American Association of Nurserymen.

Gentlemen:—

Inclosed please find check for bill attached.

Your publication certainly reaches the trade and is one of the most valuable advertising mediums I have used in a selling campaign of thousands of dollars.

Yours truly,  
A. B. KATKAMIER, Macedon, N. Y.

#### HOW TO TREAT IVY POISONING

In the early stages of ivy poisoning remedies having a fatty or oily base, such as ointments, should not be used, as the grease or oil tends to dissolve and spread the poison, according to specialists of the United States Department of Agriculture. Instead they advise simple remedies such as local applications of solutions of cooking soda or of Epsom salt, one or two heaping teaspoons to a cup of water. Fluid extract of grindelia, diluted with 4 to 8 parts of water, is often used.

Solutions of this kind may be applied with light bandages or clean cloths, which should be kept moist, and should be changed and discarded frequently to avoid infection. During the night, or when moist applications can not be used, the poisoned surfaces should be carefully cleaned and dried and left exposed to the air rather than tightly bandaged. In the later stage, after the toxic material has exhausted itself, zinc-oxid ointment and similar mild antiseptic and astringent applications hasten healing.





**S**praying  
materials

HE WHO SPRAYS IS WISE,  
but  
HE WHO SAVES WHEN  
HE SPRAYS IS WISEST

The Naco line of Insecticides and Fungicides, appeals to the jobber and dealer because of its leadership in quality and packing.

Paris Green

Arsenate of Lead  
(Paste and Powder)

Bordeaux Mixture  
(Paste and Powder)

Lime Sulphur Solution

Naco Dust "A" (Powder)  
(Special Potato Bug Killer)

Calcium Arsenate

Kalibor (Powder)  
(Kills bugs and prevents blight)

Led-Bor  
(Paste and Powder)  
(Combination Lead Arsenate and  
Bordeaux Mixture)

Manufactured exclusively by

**NITRATE AGENCIES COMPANY**  
**Bayonne New Jersey**

If your dealer cannot supply you,  
write to us direct.

Branch offices in principal cities

## When You Want Seeds...

It's a mighty good idea to get in touch with "LANE" at Dresher, Pa. He has a most complete assortment of Deciduous and Evergreen Tree and Shrub Seeds, Also Fruit Seeds to offer. Send for his Catalog.

310 Acres devoted to business

## Vincennes Nurseries

W. C. Reed & Son, Prop., Vincennes, Ind.

Offer for Fall 1920

Cherry, 2 Year XX  $\frac{7}{8}$  up 5 to 7 feet  
Cherry, 2 Year  $\frac{11}{16}$  up 4 to 6 feet  
Cherry, 2 Year  $\frac{5}{8}$  to  $\frac{11}{16}$ , 4 to 5 feet  
Cherry, One Year, Sweets and Sours, all grades  
Peach, One Year all leading Varieties, strong on Elberta  
Apple, 2 Year, leading varieties  
Standard Pear, One Year, 4 to 6 feet and 3 to 4 feet  
Japan Plum on Peach, One Year  
Hansen Hybrid Plum, One Year on Peach roots  
Hardy Northern Pecans, Grafted Varieties  
Please submit List of wants for prices

Send that want list  
to

**Chase Brothers Company**  
**The Rochester Nurseries**  
ESTAB. 1857  
**ROCHESTER, N. Y.**

\*\*\*\*\*

Standard Apples and Pears, Dwarf Pears, Peaches, Plum-On-Plum, and Peach, Quinces, Sour Cherries, our own growing.

Currants and Gooseberries  
Ornamentals and Shrubs  
Climbing Roses and Ramblers  
Clematis Perennials

\*\*\*\*\*

Bulletin No. 4 now ready.  
A post card will bring it.

**Quality — Satisfaction — Service**

A Bale, a box or a carload





## Obituary.

### JOHN LEWIS CHILDS

John Lewis Childs, Floral Park, L. I., N. Y., died suddenly of heart disease March 5th while on the train between Albany and New York.

Mr. Childs was more closely identified with the florist and seed trade rather than the nursery trade. He was sixty-four years old.

Beginning with a small rented place of a few acres about 1874 he built up an immense business which at the present time is the chief industry of an entire village. His name is associated with horticulture over the entire country, we might say the world.

### GREAT DECREASE OF BEARING PEACH TREES

MASSACHUSETTS AGRICULTURAL COLLEGE

Department of Pomology

Amherst.

February 9, 1921.

Stark Brothers' Nurseries,  
Louisiana, Missouri.

Gentlemen:—

I beg to acknowledge with thanks the return of the question blank which I sent to you some days ago regarding your sales of peach trees.

In reply to your question as to the decrease in bearing peach trees I am sure that there are much fewer trees in the country than there were five years ago. The reports of the 1920 census so far made public seem to indicate pretty nearly a 50% decrease and I feel sure that the complete returns will show at least a 30% decrease for the whole country.

Sincerely,  
(signed) J. K. SHAW, *Horticulturist*.

Editor, The National Nurseryman,  
Flourtown, Pa.

The Federal Horticultural Board learns that Holland nurserymen are flooding the country with telegrams indicating that anyone can import ornamentals in any quantity up to June next and are urging cabling of orders. Importations are not permitted except in accordance with regulations and only under special permit for specific reproduction purposes. Purchases made under the belief that freedom of purchase is now allowed will result in rejection of the material at port of entry and a loss to the purchaser.

Furthermore importations under existing special permits from Holland are coming in with much earth around the roots, necessitating the rejection of such species. Purchasers from Holland should condition payment on

delivery in compliance with regulations, to safeguard against loss.

C. L. MARLATT,  
Chairman Federal Horticulture Board.

Nursery, Mo., February 26th, 1921.

The National Nurseryman,

Flourtown, Pennsylvania.

Gentlemen:—

We thought possibly that a news item that we noted in the Calhoun Herald of Hardin, Illinois, in their February 10th edition, an editorial or news item could be published which may be of interest to the general nursery trade at this time. The item reads as follows:—

"A good number of Calhoun's orchard owners have learned the art of grafting fruit trees and are raising their own Apple trees from seedlings. Many thousands of trees will be set out this spring and nearly every orchard owner in the country will be his own nurseryman hereafter. About 20,000 roots were received by farmers in the vicinity of Hardin the past ten days."

This is one of the reasons why the sale of nursery grown Apple trees is not better than it is. The fruit growers of Calhoun County who have purchased seedlings from some of our brother nurserymen who are in the seedling business, and we understand in a recent correspondence with a nurseryman from that County, that there are some of our association members selling Apple grafts to these same orchardists and farmers.

Can we expect anything but ruinous prices to the grower of fruit trees, if members of our association persist in such unethical practices? The excuse made by some of these seedling growers and sellers of Apple grafts, is that there is only a small proportion of these seedling grafts that mature to first class stock. But this is not the question. It kills the business of selling many thousand trees in that County this year. If the fruit grower sat down and figured a little, he would realize that it would be cheaper for him to pay the nurserymen a fair price for a strictly first class article and plant it now and have his trees approach bearing age by the time his stock is ready to plant into orchard.

The fruit growers we notice have not kicked about the high prices they have been receiving for their fruit, but when the nurserymen must charge more for his trees on account of his much larger over-head expense, he is unwilling to grant the nurserymen a reasonable return on his investment.

Yours truly,  
H. J. WEBER & SONS NURSERY CO.,  
per F. A. WEBER, *Sec'y and Treas.*

### THE NURSERY TRADE

Our well intentioned friends have put us on the defensive, which is equivalent to making us admit we were all wrong, and so have placed the Nursery Trade in the position of assuming responsibility for all acts against business morality of a few of its members.

The Nursery Trade was foolish to take the matter so much to heart, or to attempt to feel responsible for them in any way except to repudiate them.

There is nothing unusual in the innocent suffering for the guilty, that seems to be a condition of our social fabric.

The renegade church member is held up as a sample of what church members are.

The crooked politician has brought distrust into the very name of politics and so all along the line where it is possible to speak of men as a group.

Those with an axe to grind or a selfish interest to push



## PIN OAKS!

Finest block we have ever grown

Nothing over 2½ inch caliper

Also other good ornamentals in quantity

Sheared Norway Spruce in Car Lots

Send Your Want List

**H. F. Hillenmeyer & Sons**

LEXINGTON - KENTUCKY

Members American Association of Nurserymen

## PRODUCING and SELLING AMUNDSON SPHAGNUM MOSS

is our business. We supply Nurserymen and Florists all over the U. S. with dry, clean, high grade sphagnum moss, direct from the sphagnum bogs of Central Wisconsin.

We sell carlots or less, for

Delivery now or later, at

Prices it will profit you to learn.

Write for full information and quotations.

**A. J. Amundson Company**

Lock Box 2

CITY POINT, WISCONSIN

## For FUMIGATION With HYDROCYANIC ACID GAS "CYANEGG"

Sodium Cyanide in egg shape, each egg weighs as near one ounce as possible. Destroys scale insects on Fruit Trees, Nursery Stock, Plants under glass and in Greenhouses.

Manufactured in U. S. A. by

**The Roessler & Hasslacher Chemical Co.**

709-717 Sixth Avenue - - New York, N. Y.

## HOW OUR PHOTOGRAPHS CAN HELP YOU

Good illustrations are a valuable asset to sell goods.

Our true-to-type photographs will supply this need.

The Landscape department also offers splendid opportunities for increasing sales.

**Nathan R. Graves Co.,** 84 Exchange St.  
Rochester, N. Y.

# Spraying Should Begin Early

## Insects Prefer the Tender Young Green Shoots PLANET COMPRESSED AIR SPRAYER



For Spraying Small Trees, Shrubby, Garden Truck, Whitewashing, etc.

The **PLANET** is a four-gallon capacity sprayer. The handle and locking device are nickel plated. The side seam (the weakest part of any tank) is lock-seamed, grooved and riveted, thereby doubling its strength. The ends are seamed and hand soldered, insuring extra strength. The arrangement for locking the pump in place is the simplest device made for this purpose; a quarter turn of the handle locks the pump air tight and a similar turn in the opposite direction unlocks it. **NO CLUMSY PARTS ON TOP OF TANK**, everything out of the way and flushed to surface. The nozzle is of the automatic type made to insure quick action when the lever is operated. It has a non-clog spray cap that produces a fine misty spray.

### SPECIFICATIONS

**TANK**—7x21 inches. Heads, 20 gauge. Body, 26 gauge Galvanized Steel.

**PUMP**—1¾x14 inches. Seamless Brass Tubing.

**HOSE**—¾ inch. Automatic Shut-off Nozzle. All connections ¼ inch Pipe Thread.

Brass or Galvanized Tanks as Ordered.

**AN IDEAL SPRAYER FOR EVERY PURPOSE**

INSPECTION PROVES ITS BETTER QUALITY, FINISH AND CONSTRUCTION

**THE SANITARY SPRAY COMPANY**

**Minneapolis, Minn.**

Experiments are expensive and do not pay—Thousands of "PLANET" sprayers are in use—If your dealers does not carry them write us.

When writing to Advertisers please mention the National Nurseryman.



or a pardonable desire to uplift or reform society always pick out the sore spots and sad to say the spots lose nothing by their method of exposure.

We are reading in the papers daily of the grave results of the unmoral canceling of orders which has been so freely practiced by many trades. It perhaps is not untimely to feel gratified, the Nursery Trade has not quite become so demoralized in spite of the conditions produced by the war. The average nurseryman still tries to live up to his obligations.

According to some the nursery trade is in a pretty rotten condition. In fact it is not a business at all but just a lot of amateurs trying to grow trees and plants then selling them at less than cost, if they can and if not burning them up.

According to others it is mostly composed of crooks who send out conscienceless agents all over the country with pretty pictures to inveigle the people into buying their goods and when the time comes for delivering them they send a few sticks and weeds dug out of the woods or seedling peaches instead of budded ones or Ben Davis Apple instead of Winesap, or just anything except what was ordered.

If real Nursery stock is sent it is dead when it arrives or so small it is not worth planting.

Another group of critics accuse the Nurserymen of being responsible for most of the disease and pests that kill the forest trees, ruin the farmers' crops and would place the business under the most stringent laws and regulations to save the people from being buncoed out of their boots and the country saved from disaster.

Another group claims the Nursery Business is the one above all others that gives happiness and well being to humanity. It brings delicious apples, peaches, pears, cherries, plums, strawberries, within the reach of everyone.

It makes our towns and cities inhabitable and paradises out of barren waste.

In fact without the Nursery business we should be no better off than the Indian in the forest and our civilized communities would be a horror and a blemish on the face of the earth.

Still other diagnosticians think the Nursery Business is all right, it is a necessary adjunct to civilization, it is mostly composed of normal honest men that ranks with any other profession or business, is subject to fluctuation, booms and depressions. Requires about the same amount of government supervision, the same amount of laws as is usually required to guide the conduct of those carrying on.

In other words it averages up as a normal business. So the best thing to do is to fire the doctors and try Christian or some other science when it gets a little out of order.

Let nurserymen individuals or collectively through their Associations feel the strength of an honest purpose and ignore the yapping of the self appointed judges who are assuming the holier than "Thou" attitude.

Welcome honest constructive criticism from outsiders and just as readily repudiate any practice by any one in the trade that discredits its fair name.

The country has had surfeit of reforms that do not im-

prove things, investigations, resolutions, committees, societies, propaganda, fads and foolishness.

The business man is nauseated with being importuned for funds to promote every conceivable thing, to make laws and to prevent them.

He is taxed and harrassed, investigated and restricted licensed and permitted, until he can hardly think a single thought in connection with his own business that has not to be supervised by some union, Board, Association, or other body.

Let us quit looking for quack remedies and go in for high quality production, increased sales and common sense business methods.

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## WORK

---

Here is something on the nobility of labor that should be preached from pulpits, posted on bulletin boards in shop and factory, printed and reprinted in public sheets and house organs until it sinks into the consciousness of every man big and little in this broad land we call America.

"Work is the best gift of God to men. There is no such thing as degrading work in itself. The coal-heaver and garbage-gatherer are doing just as clean and honorable a service, in itself considered, as the teacher, the artist or the banker.

"The spirit in which work is done is what counts. Slaves are slaves because they have a slave's soul, not because they do hard work.

"If we admit the truth of the idea that manual work is an accursed slavery, we are driven logically to the conclusion that it is the duty of every manual worker to quit work, and that idleness is the ideal of a happy life. This noble ideal put into practice would freeze and starve the world to death in a few weeks. There is no possible existence for those who won't struggle for it. There ought not to be.

"And suppose manual labor is hard and dirty; what of it? Bearing children is the hardest work in the world. Would you abolish this most ancient of industries? Learning to read, write and cipher is drudgery. Shall we therefore abolish all study and sink into unanimous illiteracy? Every foot of land yielding food represents toil and sweat. Shall we quit producing food? Every home was built by labor. Shall we become cave men, and go back to nest with the animals?

"A society which becomes too sentimental, lazy and fat to do its own hard work is not ripe, but rotten."

\* \* \*

The foregoing is from the pen of Dr. Charles Aubrey Eaton, editor of *Leslie's Weekly*.

Any man who does not find pleasure in work is to be pitied. Any man who thinks life would be sweet without labor is a fool.

There's time for work and there's time for play. Too much of either is bad. Work well and play well, and you'll find the greatest fun in the world is work.—  
*Richard Spillane in Philadelphia Public Ledger.*



# RAFFIA

THOMAS B. MEEHAN Co., Dresher, Penna.

Buy from Headquarters. We offer "A. A. West Coast," "X. X. Superior," and "RED STAR." Don't wait to order until you want to use it. Remember freights are slow. Let us fill your summer needs now.

## RICE BROTHERS CO. Geneva, N. Y.

A Fruit trees  
General on Ornamental trees  
Surplus Shrubs and Roses

Write for prices.

## 7500 White Pine

3-6 ft. must be moved this Spring.

Fine stock for Landscape Work or re-forestation  
Not B. & B.

Write for particulars and prices

MARTIN FRISSEL,  
Muskegon Nurseries,  
Muskegon - - Michigan

# NURSERY STOCK FOR SPRING SHIPMENT

Quantity	Name	Size
75	Acer ginnala	5-6 ft.
75	Acer dasycarpum	8-10 ft.
100	Acer dasycarpum	10-12 ft.
150	Acer platanoides	10-12 ft.
250	Acer platanoides 2½-in. cal.	12-14 ft.
95	Acer platanoides 3-4 in. cal.	14-16 ft.
45	Acer Weir's Cut Leaf	2½-3 in. cal. 12-14 ft.
15	Acer Weir's Cut Leaf	4 in. cal. 16-18 ft.
100	Acer saccharum (Sugar)	10-12 ft.
40	Aesculus Hippocastanum fl. pl.	8-10 ft.
65	Betula alba (White Birch)	6-8 ft.
250	Betula alba (White Birch)	10-12 ft.
100	Betula alba (White Birch)	12-14 ft.
50	Betula lenta	8-10 ft.
50	Betula lutea 2-2½ in. cal.	12-14 ft.
75	Betula papyrifera	8-10 ft.
90	Cornus florida	6-7 ft.
100	Cornus florida	8-10 ft.
50	Cornus florida	10-12 ft.
65	Cornus florida rubra	3-4 ft.
100	Cornus florida rubra	4-5 ft.
200	Crataegus Wm. Paul	4-5 ft.
45	Crataegus Crus-galli	6-7 ft.
130	Crataegus oxycanthus	4-5 ft.
100	Fraxinus americana	10-12 ft.
75	Koelreuteria paniculata	5-6 ft.
140	Liriodendron tulipifera	6 ft.
50	Liriodendron tulipifera	10-12 ft.
600	Platanus orientalis	3-4 ft.
300	Platanus orientalis	5-6 ft.
1000	Platanus orientalis	6-8 ft.
1000	Platanus orientalis	8-10 ft.
150	Platanus orientalis	10-12 ft.
50	Salix vitellina aurea	10-12 ft.
100	Sorbus aucuparia (European Mt. Ash)	6-8 ft.
75	Sorbus aucuparia	8-10 ft.
100	Sorbus aucuparia	10-12 ft.
15	Tilia americana 2-2½ in. cal.	12-14 ft.
17	Tilia americana 3-3½ in. cal.	12-14 ft.
13	Tilia europaea 3 in. cal.	12-14 ft.
90	Ulmus americana	10-12 ft.

## FLOWERING SHRUBS

90	Amorpha fruticosa	4-5 ft.
150	Aralia pentaphylla	3 ft.
75	Amelanchier canadensis	3-4 ft.
75	Amelanchier canadensis	4-5 ft.
250	Aronia arbutifolia nigra	2-3 ft.
100	Caragana arborescens	3-4 ft.
50	Carpinus Betulus	18-24 in.

Quantity	Name	Size
100	Carpinus americana	5-6 ft.
100	Cornus stolonifera lutea	2-3 ft.
100	Cornus stolonifera lutea	4-5 ft.
150	Cornus alba (sibirica)	3-4 ft.
100	Cornus alba (sibirica)	5-6 ft.
50	Cornus Kousa	2-3 ft.
75	Cornus paniculata	2-3 ft.
100	Cornus sericea	4-5 ft.
75	Cornus Spaethii aurea	3-4 ft.
50	Cornus mascula	6-7 ft.
150	Cephalanthus occidentalis	3-4 ft.
300	Clethra alnifolia	18-24 in.
150	Clethra alnifolia	2-3 ft.
200	Calycanthus floridus	3-4 ft.
150	Deutzia gracilis	2-3 ft.
500	Deutzia crenata	4-5 ft.
350	Deutzia magnifica	5-6 ft.
100	Euonymus europaea	3-4 ft.
500	Forsythia intermedia	4-5 ft.
100	Forsythia intermedia	5-6 ft.
100	Forsythia viridissima	3-4 ft.
100	Hamamelis virginica	2-3 ft.
200	Ilex verticillata	18-24 in.
75	Lonicera tatarica	6 ft.
75	Lonicera Morrowii	5-6 ft.
50	Myrica Gale	18-24 in.
50	Oxydendron arborea	4-5 ft.
100	Philadelphus aurea	2-3 ft.
100	Philadelphus grandiflora	5-6 ft.
125	Philadelphus grandiflora	6-7 ft.
100	Prunus triloba	3-4 ft.
75	Pavia macrostachya	3-4 ft.
100	Rhodora canadensis	18-24 in.
60	Rhus cotinus	4-5 ft.
35	Sambucus nigra laciniata	4-5 ft.
65	Spiraea opulifolia	6-7 ft.
50	Spiraea opulifolia aurea	6-7 ft.
294	Spiraea Vanhouttei	3-4 ft.
100	Spiraea callosa rosea	3-4 ft.
70	Symphoricarpos racemosa	3-4 ft.
60	Symphoricarpos racemosa	4-5 ft.
300	Symphoricarpos vulgaris	3-4 ft.
145	Lilac vulgaris	3-4 ft.
100	Lilac vulgaris	5-6 ft.
145	Lilac vulgaris alba	3-4 ft.
125	Viburnum cassinoides	4-5 ft.
100	Weigela rosea	3-4 ft.
300	Xanthorrhiza apiifolia	clumps 12-15 in.

## VINES

150	Akebia quinata	2-3 ft.
350	Bignonia radicans	2-3 ft.
200	Bignonia sanguinea	2-3 ft.
400	Periploca graeca	2-3 ft.
90	Wistaria sinensis	3-4 ft.
95	Wistaria sinensis	6-7 ft.

PACKING AT COST

A. N. PIERSON, INC., CROMWELL, CONN.

## Broad-Leaved Evergreens

Quantity	Name	Size
75	Ilex crenata	1½ ft.
500	Kalmia latifolia	1½-2 ft.
300	Kalmia latifolia	2-2½ ft.
900	Daphne cneorum	12-15 in.
400	Andromeda catesbaei	12-15 in.
350	Andromeda catesbaei	15-18 in.
150	Yucca filamentosa	3 years
350	Rhododendron catawbiense	clumps 18-24 in.
350	Rhododendron catawbiense	clumps 2-3 ft.
150	Rhododendron catawbiense	clumps 3-4 ft.
150	Rhododendron catawbiense	clumps 4-5 ft.
1500	Rhododendron maximum	12-18 in.
300	Rhododendron maximum	1½-2 ft.
150	Rhododendron maximum	2-3 ft.

## EVERGREENS

Balled and Burlapped

300	Abies Fraseri	3-4 ft.
400	Abies Fraseri	4-5 ft.
200	Abies Veitchii	3-4 ft.
200	Abies Veitchii	4-5 ft.
375	Picea excelsa	4-5 ft.
400	Picea pungens	1½-2 ft.
150	Pinus Strobus	3-4 ft.
150	Pinus Strobus	4-5 ft.
200	Pinus Strobus	5-6 ft.
500	Pinus Mughus	12-15 in.
250	Pinus Mughus	1½ ft.
300	Pinus resinosa	2½-3 ft.
300	Pinus sylvestris	2½-3 ft.
400	Thuja orientalis	2-3 ft.
1000	Thuja occidentalis	2-3 ft.

## RAMBLER ROSES

2-year, No. 1 (dormant)

345	Dr. Van Fleet	
1000	Elizabeth Ziegler	
200	Goldfinch	
200	Sodenia	
800	Dorothy Perkins	
500	Excelsa	
400	Hiawatha	
500	White Dorothy Perkins	



OWN YOUR HOME EXPOSITION

Representatives of the landscape gardening and floricultural industries have agreed on a program of co-operation that will provide a unique character to the coming "Own Your Home" Exposition to be held in the 22nd Regiment Armory in New York, April 16th to 30th by developing sample landscape and scenic effects within the Show.

Model homes of brick, frame and concrete, erected from the prize-winning plans of the "Small House Competition," conducted under the approval of the American Institute of Architects for several months prior to the Exposition, will be completely furnished and decorated as exhibits. Realizing the importance of the landscape treatment of the home site, it is planned to

surround these model houses with the best efforts of landscape gardeners. The walls of the old Armory will be transformed by a panoramic scene; towns, villages, lakes, rivers, and woodlands, tiny farms, colorful orchards and sweeping meadows will give the effect of a lovely suburb setting, an ideal setting for an ideal home.

The floor area will be divided by two main avenues along which sentinel cedars connected by evergreen hedges will lead to the center fountain, banked by dwarf pines and beds of brilliant roses and early spring bulbs. The four corners of the court will be treated as individual compositions—one natural in character, will disclose a tiny fairyland of rhododendrons, azaleas, ferns, and lillies, half hiding a rock pool in which red maple, swamp cedar, dogwood and red bud will cast their reflections, and on one side of which, under a gnarled ce-

Stock on Hand March First

APPLES, Standard, 11-16 inch.

1000 Baldwin  
1000 Delicious  
5000 Assorted.

APPLES, Dwarf, 5-8 inch.

1000 Assorted

APPLES, Dwarf, 1-2 inch.

1000 Assorted

PEACH

Variety	9-16 in.	7-16 in.	5-16 in.	Whips.
Banner .....	150	150	140	70
Beers Smock .....	300	500	400	160
Belle of Georgia .....	400	150	50	
Carmen .....	1000	700	450	200
Champion .....	100	1000	500	260
Crawford's Early .....		500	450	250
Crawford's Late .....		400	350	250
Early Elberta .....	400	700	500	300
Elberta .....	3000	3000	4000	2000
Fitzgerald .....	250	100		
Greensboro .....		250	200	150
Hale .....	1000	3000	800	250
Lemon Free .....	500	100		
Old Mixon .....	100	50		
Reeves Favorite.....	50			
Rochester .....	500	300	300	100
Salway .....	200	50	50	
Slappy .....	150	350	300	140
Wilma .....	500	250	450	100
William's Cling .....	100	80		
Yellow St. John.....	150		34	

5000 Gooseberry, Downing, 2 yr. No. 1

5000 Gooseberry, Downing, 1 yr. No. 1

5000 Grape, Concord, 1 yr. No. 2

20000 Raspberry, Plum Farmer, transplants.

ORNAMENTAL TREES

3000 Maple, Norway, 1 1/4 inch  
3000 " " 1 1/2 inch  
1000 " " 1 3/4 inch  
10000 " Sugar, 5 to 6 feet  
2000 " " 6 to 8 feet  
5000 " " 8 to 10 feet  
2000 " " 1 1/4 inch  
500 Horse Chestnut, 2 to 3 inches.  
2000 Birch, Cut leaved, 10 to 12 feet.  
5000 Sycamore European, 8 to 10 feet.  
1000 Pin Oak, 6 to 8 feet.  
5000 Red Oak, 6 to 8 feet.

DECIDUOUS SHRUBS

2000 Deutzia, Pride of Rochester, 2 to 3 feet.  
3000 Deutzia, Pride of Rochester, 3 to 4 feet.  
2000 Kerria Japonica Variegated, 18 to 24 inches.  
1000 Lonicera Morrowi, 3 to 4 feet.  
5000 Philadelphus, assorted, 4 to 5 feet.  
1000 Prunus Pissardi, 5 to 7 feet.  
2000 Spirea Billardi, 3 to 4 feet.  
5000 Spirea Opulifolia Aurea, 3 to 4 feet.  
5000 Spirea Opulifolia Aurea, 4 to 5 feet.  
1000 Lilac, named sorts, 2 to 3 feet.

PERENNIALS, Assorted

5000 Strong field grown.

PEARS, Dwarf, 5-8 inch.

300 Anjou  
600 Bartlett  
300 Clapps  
1500 Duchess  
200 Lawrence  
100 Mary  
300 Seckel  
200 Wilder

PLUM, 11-16 inch.

100 Abundance  
100 Arch Duke  
400 Bradshaw  
200 Burbank  
100 Climax  
150 Coe's Golden  
150 Diamond  
300 Fellenburg  
(Italian Prune)  
100 German Prune  
100 Grand Duke  
200 Geuji  
100 Imperial Gage  
100 Monarch  
100 Moore's Arctic  
100 Niagara  
150 October Purple  
150 Pond  
100 Red June  
100 Reine Claude  
100 Satsuma  
150 Shippers  
100 Yellow Egg

CHERRY, 11-16 inch.

90 Allen  
200 Bing  
500 Black Tartarian  
100 Brassington  
500 Dyehouse  
150 Dykeman  
500 English Morello  
200 Governor Wood  
300 Hortense  
100 Lambert  
400 Louis Phillipe  
200 May Duke  
1500 Montmorency  
100 Napoleon  
1500 Richmond  
50 Rockport  
400 Windsor

W. B. COLE, Painesville, Ohio



Agawam

Brighton

Campbell's Early

Catawba

Concord

Delaware

Empire State

Ives

**Calloused Cuttings**  
For Lining Out  
**Independent Fruit Company**  
PENN YAN, N. Y.

Lindley

Moore's Diamond

Moore's Early

Niagara

Pocklington

Salem

Worden

Wyoming Red

**STRAWBERRY PLANTS**

Leading standard and Everbearing varieties, let us handle your strawberry plant orders, shipping to you or direct to your customers, using your tags. Our Stock is Grown Right, Packed Right and True to Name. We are located in the largest strawberry center in the world. Would be pleased to quote you.

**BUNTINGS' NURSERIES,**

**G. E. Bunting & Sons,**  
**Selbyville - Delaware**

**Surplus January 1st, 1921:**

**We shall be pleased to quote prices:**

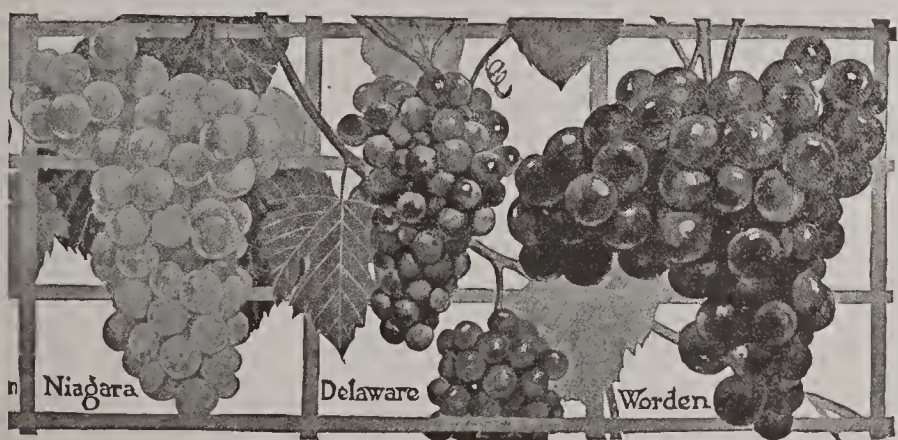
- 50,000 Peach Trees.
  - 20,000 Sugar Maples—8-10, 10-12 and 12-15 ft.
  - 20,000 Silver Maples—8-10, 10-12 and 12-15 ft.
  - 1,000 Norway Maples, Large size.
  - 500 Pin Oaks, Large Size.
  - 500 Red Oaks, 8-10 ft.
  - 2,000 Magnolia Grandiflora, 2 to 10 ft.
  - 25,000 California Privet and 2-year—18-24, 24-30 inch.
- Also 4 year—4 to 8 ft.

Can use in exchange for the above Shrubs and Evergreens.

**W. T. HOOD & CO.,**

**Old Dominion Nurseries,**

**RICHMOND - VIRGINIA**

**T. S. HUBBARD CO., Fredonia, N. Y.**

Growers of Grape Vines and Small Fruit Plants  
For Garden and Vineyard Planting

Established 1866

Send for Catalogue

**Ibodium Privet**

**The New Hardy Hedge**  
**Resembles California**  
**Hardy as Ibota**

**Dormant Summer Cuttings**  
*All larger grades sold*

*Two Year*  
*Ibodium Privet*

**Box-Barberry**

**Hardwood Cuttings for greenhouse bench propagation**  
*Ready Now*

**Summer Frame Cuttings for Lining Out**  
**10 Samples post-paid for small amount**

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**Am. Hemlock, Pin Oak, Gingko, Red Maple,**  
**Japan Iris**

**THE ELM CITY NURSERY CO.**

Woodmont Nurseries, Inc.

**NEW HAVEN - CONN.**

*Buy Box-Barberry and Ibodium Privet of the introducers*

**Native Broad-leaved****EVERGREENS**

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous Plants of the Blue Ridge Mountains, including: *Kalmias, Rhododendrons, Leiophyllums, Andromedas, Tsugas, Azaleas, Corylus, Oxydendron, Zanthorhiza, Ampelopsis, Lonicera, Shortia, Iris, Liliums Stenanthium.*

Approximately 500 species

Collections to Order in Carlots a Specialty  
Correspondence from large planters solicited.

ASK FOR PRICE LIST

**E. C. ROBBINS, PINEOLA,**

**Avery County**

**North Carolina**

**CHARLES DETRICHE & SON**

ANGERS, FRANCE

Growers and Exporters of Fruit Tree Stocks,  
Forest Tree Seedlings, Rose Stocks, Shrubs and  
Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address

**JACKSON AND PERKINS COMPANY,**

(Sole Agents)

NEWARK

NEW YORK

**LABELS FOR NURSEYMEN**

**THE BENJAMIN CHASE CO.**

**DERRY, N. H.**

When writing to Advertisers please mention the National Nurseryman.



dar, is a woodland seat covered with golden bell and sweet syringa.

Another corner, in marked contrast, will show the effect of architecture on a woodsey scene. Clipped hemlock on a straight grass panel will form a niche in which stands a piece of garden sculpture. A third corner will be devoted to evergreen, massed pine, hemlock, cedar and rhododendrons with sprays of white dogwood will back a stone seat and dwarf evergreens will add to the attractiveness of this composition.

It is expected that the landscape treatment by the nurseries, seedmen, florists, manufacturers of garden furniture and sculpture, tree surgeons and all the trades which contribute to the development of the home grounds will prove an incentive to the general public to build and beautify.

Dear Sir:—

Operating a nursery without reading a live trade journal would be too much like operating one with old rusty tools.

Log-sled poets had their day  
Puncheon floors have passed away  
Old Ananias worked his chin  
A nursery agent did him skin.  
But now if you want to keep your pants  
You must sell Trustworthy Trees and Plants.

I am passing you my check to extend my subscription to the National Nurseryman. My demands are exceeding my stock.

Yours truly,  
J. W. TETIRICK, SR.

WANTED

**WANTED**—Experienced man to take charge of general nursery work; must understand growing and caring for stock and be able to handle men. Give references.

**BENEDICT NURSERY CO.,**  
185 E. 87 Street, N., Portland, Oregon

**WANTED**

**Hydrangea P. G.**, light 2 year grade, suitable for mailing. Mail sample with price per thousand.

**Templin-Crockett-Bradley Co.,**  
CLEVELAND, OHIO

We have a position for an experienced man to act as assistant foreman in a nursery. One who has managerial ability and is capable of handling men.

We want a man who is familiar with the growing, budding, propagating and cultivation of fruit trees, shrubs, roses, etc. We will furnish such a man with a house, good pay and pleasant surroundings.

Call in person or address all communications to—  
**THE CALL NURSERIES CO.,**  
Perry - Ohio.

**WANTED**—Experienced Nurseryman, one thoroughly familiar with both retail and wholesale trade, filling orders, checking and shipping, must be accurate, wide awake, good salesman, thoroughly familiar with all varieties of stock and capable of handling men.

**THE ELIZABETH NURSERY CO., ELIZABETH, N. J.**

**SALESMAN WANTED**

A large grower of fruit and rose stocks, wants a first class representative, who knows the nursery trade, and is acquainted with these articles, to sell same at favorable terms.

Apply to **THE NATIONAL NURSERYMAN,**  
No. 152, Hatboro, Pa.

50,000 Grape Concord, 1 yr. No. 2 grade  
**W. B. COLE,**  
PAINESVILLE, OHIO

**LUCRETIA DEWBERRY and**  
**PROGRESSIVE EVERBEARING STRAWBERRY PLANTS.**  
Get my special price to the trade.  
**V. R. ALLEN**  
59 LANE AVE., SEAFORD, DEL.

Collected seedlings and clumps of three native rhododendrons, three native azalias, kalmia, leucothoe,—any size, any quantity, also seedlings of hemlock, balsam, spruce.

**J. B. ANDERSON,** Black Mountain, N. C.

**CALIFORNIA PRIVET**  
**BERBERIS THUNBERGI**  
**NORWAY MAPLE**  
**CATALPA BUNGEII**

**C. A. BENNETT** Robbinsville, N. J.

ESTABLISHED 1893

THE NATIONAL NURSERYMAN

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.50 per year in advance. FOREIGN SUBSCRIPTIONS \$2.00 per year in advance.

Advertising Rates on Application

**THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated**

Subscribers to "Nurserymen's Fund for Market Development." Hatboro, Penna.

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# Retinosporus Pisifera, Squarosa Veitchii

Per 100 and per 1000

AUDUBON Nursery, H. Verzaal, Prop., P.O. Box 275, Wilmington, N. C.

ESTABLISHED 1866

## NAPERVILLE NURSERIES

—Growers of—

Trees, Evergreens, Shrubs, Perennials, etc.

Lining Out Stock

NAPERVILLE, ILL.

TELEPHONE, NAPERVILLE No. 1.

### PEACH TREES

Good supply of straight well rooted trees  
STANDARD VARIETIES

W. T. Mitchell and Son  
Beverly - Ohio

For Perennials, Gladiolus, Dahlias and Cannas

Write

WELLER NURSERIES CO.

Perennial Specialists,

HOLLAND

MICHIGAN

### PRINTING

Catalogues  
Stationery  
Business Forms



The Robinson  
Publishing Co.  
Hatboro, Pa.

Specialists in Nursery Printing

Ask for Prices.

We are the printers of this Magazine

We Offer for Prompt or Early Spring Shipment  
Grape Vines, Currants and Gooseberries

If interested we will be pleased to quote on your requirements.

THE F. E. SCHIFFERLI NURSERIES,  
FREDONIA, N. Y.

### EVERBEARING STRAWBERRY PLANTS

If you need Everbearing strawberry plants to fill spring orders or if you wish to increase your planting in nurseries, we can supply you with genuine PROGRESSIVE Everbearing plants, guaranteed to be TRUE TO NAME and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties growing in our experimental grounds that are not yet for sale. We invite a personal visit to our grounds during fruiting season; preferably during August or September. The latch string is always out.

THE GARDNER NURSERY CO., Drawer 103, Osage, Iowa.

### ORIENTAL PLANTS IN CAR LOAD LOTS

Sizes 1 1/4 to 2 1/2 caliper. Have been grown especially for street planting (most of them 6 ft. apart each way). **NORWAY** and **SUGAR MAPLES** Cutoff trees, 3 1/2 to 5 in. cal., 8 to 14 ft. spread of head, all shipped from Mt. Holly, N. J.

FRANK HAMILTON

471 Irvington Ave.,

Elizabeth, N. J.

### SURPLUS

Grape Vines in all grades, Agawam, Catawba, Clinton, Concord, Diamond, Niagara, Lindley and Salem. **Currents**, Cherry, Fay, Wilder and White Grape.—Stock is first class in every respect and ready for shipment. Send list for prices.

R. B. GRIFFITH,  
Fredonia, N. Y.

### AMPELOPSIS VEITCHI

Largest stock in existence. All grades in one and two years. Two year transplanted, very fine, some 3 yr. Very heavy strong one year old. Stock for lining out very cheap.

Send for Prices.

CHAS. BLACK,

HIGHTSTOWN, N. J.

### The Bushel Basket Strawberry

will be grown in every garden and commercial plantation. The best seller, the greatest money maker. Get your agents at work with it. Interesting illustrated circular free.

A. B. KATKAMIER,

MACEDON, N. Y.

### PEACH PITS

The Howard -- Hickory Co.  
Hickory - - - N. C.

### RHODODENDRON PONTICUM

Stock two and three years.

Ask for Price.

H. DEN OUDEN & SON,  
Boskoop, Holland.

For the best in Strawberry, Dewberry, and Raspberry plants, direct to your Customers under your own tags, send your orders to the undersigner, and plants and packing will be right.

I save you both worriment, and Money. Let me know your requirements. Also Cow peas and Soy beans.

V. R. ALLEN,

59 Lane Ave.,

Seaford, Delaware.

**SPHAGNUM MOSS.** Best quality. Standard size in burlap. 5 to 25 bales. At \$1.00 per bale. 25 to 100 bales. At 95c per bale. Wired bales. From 5 to 25 bales. At 70c per bale. 25 to 100 bale lots. At 65c per bale. Write for prices on car lots. Cash with order on all lots less than car loads.

FRANK HANCOCK,

CITY POINT, WIS.

Warden

Niagara

Moore's Early

Campbell's Early

Delaware

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CHARLES NASH, Nurseryman  
Three Rivers - - - Michigan



# Bobbink & Atkins

Nurserymen and Florists

Subscribers to "Nurserymen's Fund for Market Development."

## RUTHERFORD, NEW JERSEY

Palms and Greenhouse Stock, Roses, Evergreens  
Trees and Perennials. Bay Trees, Boxwood, Rhododendrons,  
Andromedas, Ericas and Azaleas.  
Send us your want list. Inspect our stock.

"Quaker Quality"

Shades and Shrubs

Seeds, Peach for season 1921

**J. Van Lindley Nursery Co.**

Pomona, N. C.

## SCARFF'S NURSERY

Headquarters for

**Small Fruit Plants**

1200 Acres "At it 25 Years"

We offer for spring 1920 a good assortment of following stock and will be pleased to submit prices on your want list.

Strawberries  
Raspberries  
Blackberries  
Dewberries

Iris  
Privet  
Spirea  
Rhubarb

Asparagus  
Horseradish  
Hardwood cuttings  
Volga Poplar

See wholesale list before placing your order.

**W. N. SCARFF & SONS**  
NEW CARLISLE

OHIO

## The Gardeners' Chronicle

(Established 1841)

The BEST and OLDEST horticultural paper in England. Price 6½d per week.

Send for free copy and subscription rates to:—

**The Publishers, 41 Wellington St.**  
W. C. 2, London, England

### ALL "AMERICAN NURSERYMEN"

Wishing to do business with Europe should send for the

### "Horticultural Advertiser"

This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, \$1.00. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

**HORTICULTURAL ADVERTISER, Ltd.**  
Lowdham, Notts, England

## HORTICULTURE

A WIDE-AWAKE PAPER FOR

NURSERYMEN, FLORISTS AND GARDENERS

Contains special features not found in any other trade journal.

Issued twice a month.

Price, \$1.00 a year.

**Horticulture Publishing Company**

739 Boylston St., Boston.

## RAFFIA

Arrow Brand

XX Superior Brand

Red Star Brand

AA West Coast Brand

Colored Raffia in 20 colors

**Bamboo Stakes, Dutch Bulbs, Hardy Lily Bulbs**

Write for prices specifically stating requirements

**McHUTCHISON & CO., 95 Chambers St., New York**

A Fine Stock of

**Norway Maple, Silver Maple, European Sycamore**

and other Ornamental Trees in All Sizes

A beautiful lot of CUT LEAF BIRCH 8-10 ft. and 10-12 ft.

Hardy Shrubs of all kinds

Also a limited supply of Fruit Trees and Small Fruit Plants.

**T. B. WEST**

**Maple Bend Nursery**

**Perry, Ohio**

## TO THE TRADE ONLY

A general assortment of nursery stock for delivery Fall 1920 or Spring 1921.

We also have some fine blocks of Peach Seedlings, a portion of which we offer to bud on contract for delivery fall 1921. Correspondence invited.

Headquarters for Nursery Supplies

**Portland Wholesale Nursery Co.**

122½ GRAND AVENUE

PORTLAND, OREGON

### TREES

Largest assortment in New England. Evergreens, deciduous trees, both common and rarer varieties. Sturdy, choice stock that can be depended upon. Send for catalog and special trade prices.

**The Bay State Nurseries**

North Abington  
Mass.

### SHRUBS

This New England soil and climate produce fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists let us est.



# FRAMINGHAM QUALITY NURSERY STOCK

for

## YOUR RETAIL TRADE

We grow the grade of evergreens, trees, shrubs and vines that will bring repeat orders from your customers.

Now is the time to prepare for Spring business. Make us a visit. Inspect our stock and reserve what you require for Spring shipment.



## Box Barberry

Strong 2 year plants

We offer a complete list of Fruit and Ornamental Stock in our Trade List.

Better send for a copy.

*J. T. LOVETT, Little Silver, N. J.*

## HILL'S EVERGREENS

Since 1855

For Fall 1920 and Spring 1921 delivery we have a large stock of choice and rare varieties of Evergreens for nursery planting. We also have a good supply of Deciduous Trees and Shrub stock for lining out. Careful packing given special attention. Trade List for Nurserymen only is now ready.

**The D. Hill Nursery Co., INC.**

Evergreen Specialist---Largest Growers in America

Box 401.

Dundee, Illinois.

## NURSERY BANDS

Manufacturers of

## STEEL BOX STRAPPING

FOR

## NURSERY PURPOSES

**SPECIAL OFFER**—We offer all or any part of an accumulation of long Nursery Bands one inch in width and sixty inches to one hundred and twenty inches in length, at a reduction of twenty dollars a ton. This offer holds good until stock is disposed of.

WRITE US

COVERING YOUR WANTS IN STEEL BANDS

**American Steel Band Co.,**

888 Progress Street,

ALLEGHENY, PA.

## DRESHER

is still on the map.

When you want

Ornamental Trees, Shrubs, Etc., in a large assortment of varieties and sizes, send your lists for prices to

**Thomas B. Meehan Co.**

**Dresher, Penna.**

If you have not received Spring Trade List, write us for it.

## Peonies A SPECIALTY

The cream of 1200 sorts

Some extra new ones

**THE WORLD'S BEST!**

Eighteen Acres

Write for our List

Cannas, Dahlias and Gladioli

**C. BETSCHER, Dover, O., U. S. A.**



# Harrisons' Special Spring Offer to the Wholesale Trade

## FRUIT TREES

### PEACHES

One-year budded.....3-4 ft., 4-5 ft., 5-6 ft.  
5000 Hiley .....  
5000 Belle of Georgia .....

### CHERRIES

Two-year budded.....3-4 ft., 4-5 ft., 5-6 ft.  
2000 Early Richmond .....  
2000 Montmorency .....  
1000 Black Tartarian .....  
1000 Bing .....  
1000 Spanish .....  
1000 Wood .....

### KIEFFER PEAR

5000 One-year budded .....3-4 ft.  
5000 " " .....4-5 ft.  
5000 " " .....5-6 ft.

### APPLES

One-year budded.....2-3 ft., 3-4 ft., 4-5 ft., 5-6 ft.

#### Varieties

Stayman Winesap, Grimes Golden, M. B. Twig, Yellow Transparent, Wm. Early Red, Jonathan, Rome Beauty, Ben Davis, Gano, York Imperial, McIntosh, Gravenstein, Winesap, N. W. Greening, Baldwin, Wealthy, Delicious, R. I. Greening, Winter Banana.

### Strawberry Plants

10000 Aroma .....  
20000 Bubach .....  
50000 Chesapeake .....  
100000 Gandy .....  
100000 Klondyke .....  
12000 Parsons Beauty .....  
12000 Premier .....  
100000 Progressive (Everbearing) .....  
10000 Superb (Everbearing) .....

## SPECIMEN EVERGREENS

3 Cypress, Glory of Boskoop.....15 ft.	300 Ret. Japanese	40 Spruce, Colorado Green.... 6 ft.
3 " " " ".....12 ft.	400 " " Golden Plumelike 7½ ft.	500 Spruce, Norway .....12 ft.
15 Fir, Cephalonian .....10 ft.	300 " " " " 7 ft.	600 " " " " 10 ft.
20 " " " " 9 ft.	300 " " " " 6½ ft.	1200 " " " " 9 ft.
50 " " " " 8 ft.	400 Ret. Japanese Threadlike.. 6 ft.	2000 " " " " 8 ft.
50 " " " " 7 ft.	300 " " " " 5½ ft.	2000 " " " " 7 ft.
50 " " " " 6 ft.	300 " " " " 5 ft.	1200 " " " " 6 ft.
300 Fir, Nordman's ..... 6 ft.	300 " " " " 4½ ft.	75 Spruce, White.....12 ft.
400 " " " " 5½ ft.	20 Retinospora, Sulphur Tinted 5 ft.	75 " " " " 10 ft.
300 " " " " 5 ft.	20 " " " " 4 ft.	50 Spruce, Oriental ..... 5 ft.
300 " " " " 4 ft.	300 Retinospora,	50 " " " " 4 ft.
300 Canadian Hemlock..... 6 ft.	Veitch's Japanese 8 ft.	8 Spruce, Douglas ..... 8 ft.
400 " " " " 5 ft.	300 " " " " 7½ ft.	100 " " " " 7 ft.
300 " " " " 4 ft.	300 " " " " 7 ft.	100 " " " " 6 ft.
500 " " " " 3 ft.	300 " " " " 6½ ft.	300 Arborvitae, American.....10 ft.
100 Juniper, Schott's ..... 6 ft.	150 Pine, Austrian..... 5 ft.	600 " " " " 9 ft.
50 Retinospora,	250 " " " " 4 ft.	900 " " " " 8½ ft.
Golden Peafruited 8 ft.	300 " " " " 3 ft.	1800 " " " " 8 ft.
50 " " " " 7½ ft.	20 Pine, Scotch ..... 8 ft.	3600 " " " " 7½ ft.
100 " " " " 7 ft.	20 " " " " 7 ft.	1800 " " " " 7 ft.
100 " " " " 6 ft.	50 Pine, White ..... 4 ft.	900 " " " " 6 ft.
200 Retinospora,	150 " " " " 3½ ft.	1000 Arborvitae, Chinese..... 9 ft.
Japanese Peafruited 6 ft.	10 Spruce, Koster's Blue.....10 ft.	1000 " " " " 8 ft.
200 " " " " 5½ ft.	25 " " " " 9 ft.	1500 " " " " 7 ft.
300 " " " " 5 ft.	100 " " " " 8 ft.	1000 " " " " 6 ft.
300 " " " " 4½ ft.	100 " " " " 7½ ft.	25 Arborvitae, Fernlike..... 8 ft.
50 Retinospora,	100 " " " " 7 ft.	25 " " " " 7 ft.
Japanese Graceful 7 ft.	3 Spruce, Colorado Blue.....12 ft.	75 Cedar, Blue Virginia..... 8 ft.
50 " " " " 6 ft.	10 " " " " 10 ft.	75 " " " " 7 ft.
300 Retinospora,	100 " " " " 9 ft.	75 " " " " 6½ ft.
Japanese Plumelike 6 ft.	200 " " " " 8 ft.	10 Cedar, Indian .....15 ft.
400 " " " " 5½ ft.	200 " " " " 7 ft.	10 " " " " 12 ft.
300 " " " " 5 ft.	200 " " " " 6 ft.	10 " " " " 10 ft.
300 " " " " 4½ ft.	20 Spruce, Colorado Green.... 9 ft.	200 Cedar, Red ..... 8 ft.
300 Ret. Japanese	40 " " " " 8 ft.	300 " " " " 7½ ft.
Golden Plumelike 8 ft.	40 " " " " 7 ft.	300 " " " " 7 ft.

## SHADE TREES

5000 Maple, Norway ..... 8 to 10 ft., 1¼ to 1½ in.	500 Poplar, Lombardy .....10 to 12 ft.
5000 " " ..... 10 to 12 ft., 1½ to 1¾ in.	200 " " .....12 to 14 ft.
10000 " " ..... 12 to 14 ft., 1¾ to 2 in.	1000 Walnut, Black ..... 5 to 6 ft.
10000 " " ..... 14 to 16 ft., 2 to 2½ in.	1000 " " ..... 6 to 7 ft.
10000 " " ..... 2½ to 3 in.	1000 " " ..... 7 to 8 ft.
5000 " " ..... 3 to 3½ in.	1000 " " ..... 8 to 10 ft.
2000 " " ..... 3½ to 4 in.	500 " " .....10 to 12 ft.
400 " " ..... 4 in.	500 " " .....12 to 14 ft.
100 Oak, Pin..... 5 to 6 ft.	
1000 " " ..... 6 to 7 ft.	
1000 " " ..... 7 to 8 ft.	
500 " " ..... 8 to 10 ft.	
100 " " .....10 to 12 ft.	
5000 Plane, Oriental ..... 8 to 10 ft., 1¼ in.	
5000 " " .....10 to 12 ft., 1½ in.	
5000 " " .....12 to 14 ft., 1¾ in.	
5000 " " .....14 to 16 ft., 2 in.	
500 " " .....2½ in.	
500 " " .....3 in.	
500 Poplar, Carolina ..... 6 to 8 ft.	
500 " " ..... 8 to 10 ft.	
500 " " .....10 to 12 ft.	
400 Poplar, Lombardy ..... 7 to 8 ft.	
500 " " ..... 8 to 10 ft.	

### Flowering Shrubs

850 Coral Berry .....4 to 5 ft.  
500 Dogwood, Red Twig .....3 to 4 ft.  
1000 Deutzia, Crenata .....4 to 5 ft.  
1000 Deutzia, Pride of Rochester.....4 to 5 ft.  
1000 Deutzia, Double White .....4 to 5 ft.  
400 Mock Orange, Common.....4 to 5 ft.  
200 Rose of Sharon, Assorted Colors.....4 to 5 ft.  
200 Sweet Scented Shrub .....3 to 4 ft.  
1000 Spirea, Van Houttei .....4 to 5 ft.  
300 Spirea, Anthony Waterer .....2 to 3 ft.  
100 Weigela, Amabilis Alba.....4 to 5 ft.  
500 Weigela, Rosea .....4 to 5 ft.

SPECIAL QUICK SERVICE ON CAR LOAD LOTS. INTERESTING PRICES QUOTED ON REQUEST.

## HARRISONS' NURSERIES

J. G. HARRISON & SONS

Berlin,

Maryland





# THE NATIONAL NURSERYMAN



MAY 1921

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
Cuthbert Raspberries  
Spiraea Van Houtte  
Other Ornamentals  
Shrubs

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**  
Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons CO.'s Celebrated  
Graft and Stock Planter and Firmer

## Strawberry Plants Everbearing and Standard

From November 1 to May 1

We can supply you healthy true-to-name, well-rooted plants. Fresh dug every day. Can ship to you or direct to your customers. Let us handle your Strawberry plant business this year. Our plants please our customers. They will please yours. Write for trade prices.

**The W. F. Allen Company**  
Strawberry Specialists,

Salisbury,



Maryland

## Mount Arbor Nurseries,

E. S. WELCH, President.

125 Center Street, Shenandoah, Iowa

We offer for the spring trade, one of the largest and most complete lines of general nursery stock in the United States.

### Fruit Tree and Rose Stocks

Mahaleb, French Pear, Manetti, Multiflora and Holland Rugosa Rose Stocks.

### Forest Tree Seedlings

### Roses

Baby Ramblers, Climbing, Hybrid Perpetual and Tea.

A complete line of fruits as well as ornamentals.

Ask for spring trade list and bulletins.

## AS SURE AS YOU ARE A FOOT HIGH

many items will be out of the market just when you want them. So why not get our Bulletin right now—a postal card with business address will bring it—and you must be interested in the following:

APPLES, a general list—good kinds too.

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# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXIX.

HATBORO, PENNA., MAY 1921

No. 5

## Present Policies of A. A. N. Will be Endorsed by the June Convention

I did not intend to say another word on this question until June convention, but Mr. Pitkin's elaborate reference to me in April issue of the trade journals suggests that this contribution is not out of place. My esteemed friend forgets established rules in his article in that he uses numerous quotations, and in such fashion as to lead the reader to conclude that said quotations were something I had said on the subject, when in reality I had said nothing of the kind. I have refrained from all personalities in this discussion and shall so continue. I was in no wise responsible for and do not endorse the array of "progressives vs. the old guard" appearing in recent issue of American Nurseryman, and had I been consulted I would have refused to allow use of my name in this fashion. If I have had any part in shaping the policies of A. A. N. in the past, I have endeavored to eliminate selfish interests in all of it. I accord to every other man the right I reserve for myself, to think and act for himself, hence Mr. Pitkin in opposing a policy for the Association which he deems impractical is acting wholly within his rights, and when he thinks any of us on the other side are going to fall out with him for this, he is drawing on his imagination. The only criticism I have of a few of my good friends who voted "no" in the last two conventions is that their sense of comprehension seems, for some inexplicable reason, dull. Can't the minority realize that in this land of ours majorities rule, and that majorities are going to continue to rule? On the eleventh of last November a Republican majority, as brutal as the majority against Mr. Pitkin in last A. A. N. convention, gave me the greatest jolt of my life, but there is not a Republican in the nation who has a better President to-day than have I, or who would do more to hold up his hands. I believe in the rule of the majority and the rule of the majority has made this the greatest nation under the sun. Now, if Mr. Pitkin can persuade the majority that the Association's policies of the past few years are inferior to the good old days prior to 1915, then back to "normalcy" we go, and I'll bow to the will of the majority, and be gracious about it. So much for introductory.

What we all want, I take it, is to determine what is best for the nursery interests of America, and to do that particular thing. If we are not right we want to get right. Anyone offering a criticism, however, should offer something in place of the thing criticised. If anyone has a better horse, trot him out.

### ARTICLE IX. OF THE CONSTITUTION

During the past five years we have been erecting a house, and above the door we have placed this sign: "Only those who can and will live up to the teaching of Art. IX of the Constitution can enter." If we had done nothing more than to honestly adopt and honestly en-

deavor to live up to the ethical standards set forth in Article IX of our Constitution, the money and efforts of the past five years have been wisely expended. Some of our friends are terribly afraid that our acknowledgment of needed reforms will create in the minds of the public a suspicion that all is not right among the nurserymen, and they resent any inference that there is any ground for suspicion here, and with bravo worthy a poker player of long ago say, "we are as clean in our methods as men in other lines of business." Well, nobody doubts this, but where does that get us. Now, brother, I know, you know, and, God bless you, the public knows that this is all buncombe, pure and simple, and because the public knows, the public appreciates and is responding to our determination to clean house. The selling methods of many nursery concerns in the past was a disgrace. The advertising was misleading and often one hundred per cent false. It was an acknowledged practice, often openly discussed on the floor of the convention, that the nurserymen's dealings one with the other were downright rotten, and the statement by one of the leading nurserymen of America to the effect that "there is a certain bunch of men in the trade who openly boast that they make rejections pay their freight bills," brought forth the resolution on compulsory arbitration, which I believe all agree has been salutary. In theology, repentance and acknowledgment of sin is necessary to forgiveness, and the same is no less true in the business world. Let us quit dodging this issue. I said in a speech before the convention some years ago that if we refused to clean house the public would demand that the government do the cleaning for us, and we have been busy at the job for several years, and while not half through we can report progress. There is not a thinking man among us but that knows that from an ethical point of view the improvement in nurserymen's policies is most marked. Now, I do not mean to say that the thing was all bad. Many firms have always pursued methods above reproach, but it is the guilty element whose sins all of us have had to answer for, and they have not always been the one-horse, backwoods nurserymen either.

### OUR EFFORTS ARE APPROVED BY THE PRESS, ENTOMOLOGISTS, AND THE PUBLIC GENERALLY

Mr. Pitkin asks, and I take it has an open mind here, what good has the Association accomplished under the new regime. I repeat that the public generally recognize and appreciate the effort we are making to get on a higher plane. I have before me a voluminous file of letters from influential men, not nurserymen, representing a certain phase of horticulture and representative of the United States. Without exception these men endorse the work of the Association and predict in glowing terms the



future of our industry. Practically every one of them were cognizant of the facts above stated, that the methods of many nursery concerns were shady, that no concerted effort on the part of our organization was made prior to 1915 to correct recognized irregularities, hence when a forward move was made it was heralded with delight. I believe, and have the evidence before me, that because of these facts, our standing with the public is higher than ever before in the history of the industry. In other words, we have taken the public into our confidence, and in all of this we have acted wisely. Now, suppose the June convention determines to return to the good old days Mr. Pitkin longs for, repudiates the stand taken these five years, acknowledges to the public that we cannot enforce Article IX. of the Constitution, that because of the hazards (?) "trustworthy trees" and the work of the vigilance committee are to be scrapped—what then? We throw away the best asset we have and one that has cost us a considerable amount of money. Immediately the public loses confidence in our integrity, and the particular thing we have started out to do for ourselves, and which we can do better than anybody else, will be done through the federal and state horticultural boards. I know that we can and should live square up to our present high standards, and say to the world unequivocally that we intend to enforce through vigilance committees Article IX. of the Constitution, and if I mistake not the mind of the membership this is what the June Convention will do. I therefore say that one of the results "promised so glowingly by the progressives," is to-day realized in "good will" of the public, an intangible asset, to be sure, but exceedingly valuable nevertheless.

#### THE PAST FIVE YEARS THE MOST PROFITABLE PERHAPS IN THE HISTORY OF THE BUSINESS

That has been true of other lines as well, but the present is far from being rosy, and after all deductions have been made I am confident that Association activities have contributed largely to our financial success, and will steady us during the trying times just ahead. I have never doubted for a moment and do not doubt now but that a rallying round our trademark, "trustworthy trees and plants," will produce business. I believe no mistake was made in adopting the trade-mark, and my opinion is reinforced by the opinion of some hard-headed business men in other lines. Benefits derived from advertising are difficult to trace, but the best business minds of the nation are agreed that advertising pays, and I think we all agree that the character of advertising done through our M. D. committee has been of a very high class. Now, to be sure, every member, whether doing a million dollar volume or five thousand dollar volume per year, has been the recipient of these benefits, and I am wondering if this fact enters into the opposition of our present policies.

#### EQUAL BENEFITS TO ALL—SPECIAL PRIVILEGES TO NONE

Once upon a time in the good old days of long ago, the combined membership dues of the many small firms provided funds for the expenses of the Association. The objectives of the past were "Tariff, Transportation, Legislation." Who are most interested in these matters of "general interest?" The business of a large majority of

members is local, or practically so. Transportation and Legislation is largely a state problem, and Tariff is so far removed that it is seldom if ever thought of. Therefore, under the old regime the money for financing the affairs of the Association was contributed by many and expended primarily for the few, those doing interstate and foreign business. Under our present policies Tariff, Transportation, and Legislative matters are being ably taken care of, and paid for out of a treasury created through dues and fees collected on a basis of volume of business. The firm of large volume pays large dues, while the firm of small volume pays small dues. Honest, John, is there anything wrong with the present plan, and would it be fair to the majority to return to "normalcy" in this regard?

#### COST

Of course our organization has cost some money, we knew it would cost something in the beginning. I have not regretted a penny that I have contributed for I have had a feeling all along that Association funds were being wisely expended. As far as I am able to judge, the constructive work of our able Secretary, Mr. Watson, has been of the highest order. He has beyond question discharged the duties of the office fairly and with high efficiency, and I hope he may be persuaded to continue in a work for which he is so admirably fitted. If a business doing the volume of A. A. N. can't afford to spend \$15,000 to \$20,000 per annum, we do not need an organization at all, and should abandon all efforts to maintain one. In this regard, I feel the office of Executive Secretary should be given larger privileges, and that the entire management of Association affairs should be under his direction with the concurrence of Executive Committee, and that said Committee should, when elected, carry out the will expressed in convention. I am of the opinion that a serious wrong was done the membership doing a small volume of business in the adoption of the schedule of dues at last convention, and right here I pledge my best effort to righting that wrong at the coming convention. We need every one of these members of small business, as we do members of large business, and the rate of taxation should be as nearly as possible equalized.

As before stated, many changes in Constitution must of necessity be made from time to time, but in principle I believe that we are on the right track, and that what has been accomplished justifies us in going forward along present lines. I am perfectly willing to listen patiently to what any member has to say on the subject, to consider any plan any one has to offer, and then let the membership determine what character of organization it wants. Mr. Pitkin and I both want the best working organization for American Association of Nurserymen. We just happen to see things differently, and whether the majority agree with him or me, we will both be found retaining our membership in A. A. N., and doing our dead level best to make it a serviceable organization.

J. R. MAYHEW,  
Waxahachie, Texas.

April 23, 1921.



# Studies in Forest Tree Seeds: Relation Between Germination and Soil Moisture

By Edw. N. Mums, Forest Examiner, U. S. Forest Service.

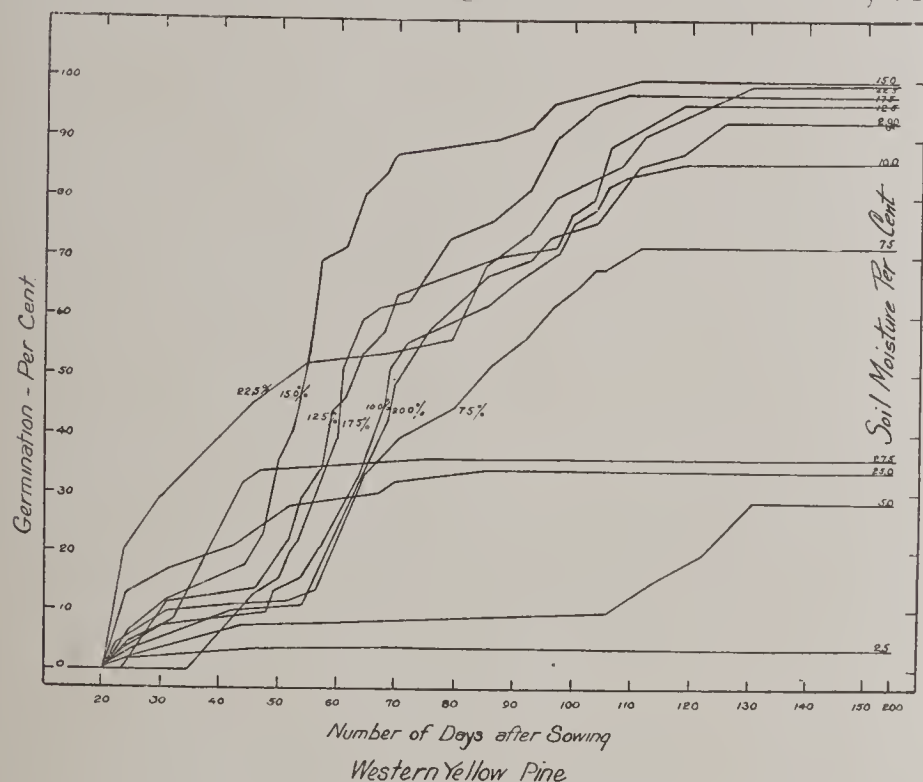
FOR several years past the close correlation between germination of forest tree seeds and the factors necessary to germination has been made a subject of study at the Converse Experiment Station of the U. S. Forest Service, in Southern California. Interest was aroused in this matter by the widely differing percentages of germination secured from the same lot of seed under field conditions. These differences in germination, amounting to as high as 50 per cent, could be accounted for only through a difference in the external factors acting upon the seed. It is a matter of common knowledge that both maturity and dryness of seed are responsible for great differences in germination, and that often under the same treatment seeds of the same species will behave differently according to their age and degree of ripening.

Water, moderately high temperatures, and oxygen are the chief essentials for the germination of all seeds, the

tests and field practice that serious doubts are cast upon the practical value of these tests.

Such discrepancies in actual practice gave rise to the belief that they could be controlled and perhaps eliminated through the factors controlling germination. Equipment was not available to make an exhaustive study at first. Therefore to determine the value of the hypothesis, three small seed beds were sown in the nursery to western yellow pine (*Pinus ponderosa*) in the spring of 1915, and kept as close to a constant soil moisture as was possible. Soil samples were taken daily, and, by compacting the subsoil, reducing evaporation, and frequent waterings, moistures of 10, 15, and 20 per cent were maintained with slight variations. Germinations secured from these was 44 per cent, 78 per cent, and 93 per cent respectively, with marked differences as to the rate of germination.

(1) Richard H. D. Boerker. Ecological Investigations upon the Germination and Early Growth of Forest Trees. Univ. of Nebraska. 81 pp. 1916.



Germination Per Cent by Days for Various Soil Moistures.  
Figure 1.

influence of light in itself being more or less a negligible factor. In general, oxygen is a constant except under certain abnormal conditions, while temperature fluctuates in response to barometric and seasonal conditions beyond the control of man, leaving water as the one element which man can control to some extent in nursery practice. Boerker (1) has shown for three "averaged" soil moistures that germination varied with the water content of the soil, but the range in values included "dry," "medium wet," and "wet" soils, with minimum soil moisture contents of 5.1, 11.8 and 23.9 per cent, respectively. It has been repeatedly noted by forest practitioners that a great difference in germination existed between the same lot of seed when grown in the greenhouse and in the field. In fact it is common experience of those in charge of nursery work to find such wide discrepancies in seed values between greenhouse

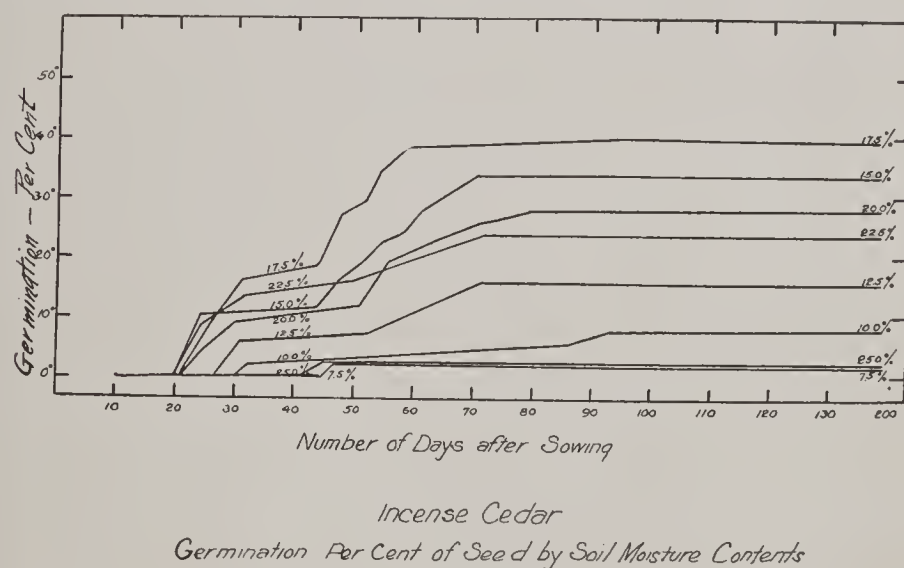


Figure 2.

Two series of tests were run the following winter on yellow pine seed (*P. ponderosa*). The seeds were sown in cans in approximate the same amount of sand, and covered to an equal depth. By frequent weighings and the addition of water when necessary, the moisture content was kept, with very slight fluctuations, close to the desired per cent. By this means soil moistures of from 5 to 40 per cent at 5 per cent intervals were obtained. This resulted in germination values of 6, 38, 95, 87, 69, 26, 3, 0 per cents, respectively, with large differences in the rates of germination.

Since the first trials were carried out, additional series have been run on jeffrey pine (*P. jeffreyi*), monterey pine (*P. radiata*), austrian pine (*P. austriaca*), scots pine (*P. sylvestris*), lodgepole pine (*P. contorta*), incense cedar (*Libocedrus decurrens*), and white fir (*Abies concolor*). Each series has been made in the same manner, though there has been a difference in the kind of sand used, the amount of sand per can, the amount and age of seed, the depth the seed has been covered, and the temperatures. Apparently temperature affects the rate more than the total amount of germina-



tion. Two tests of the same lot of western yellow pine seed gave almost identical values, though there was a difference of forty days in the length of time it took one series to complete its germination caused by a protracted cold spell during the middle of the germinating period. How the soil moisture affects germination is graphically shown in figures 1 and 2 of the 1920 series for yellow pine and incense cedar seed. This data is further summarized in the following tables:

Rate of Germination. (1920 tests)					
Number of Days Required to Secure Germinations					
Soil Moisture	25	50	75	100	Final
Per cent	Per cent	Per cent	Per cent	Per cent	Per cent
INCENSE CEDAR					
10.0	31	61	87	93	8
12.5	28	52	61	71	16
15.0	23	49	58	71	34
17.5	28	45	52	93	40
20.0	26	52	58	79	28
22.5	22	26	55	71	24
25.0				44	2
YELLOW PINE					
7.5	58	67	87	110	52
10.0	58	67	87	118	76
12.5	51	58	68	125	84
15.0	48	54	62	111	100
17.5	54	60	79	108	98
20.0	58	66	78	130	80
22.5	26	52	93	130	100
25.0	26	34	72	85	34
27.5		41	41	58	36

It is quite evident from even a casual examination of the charts and tables that each species has an optimum range of soil moisture in which it germinates. Progressing in either direction from these values means a decrease in total germination. In the same manner, it is to be noted that there is a gradual decrease in the length of time necessary to secure complete germination from the driest soils to that necessary for saturated soils. In

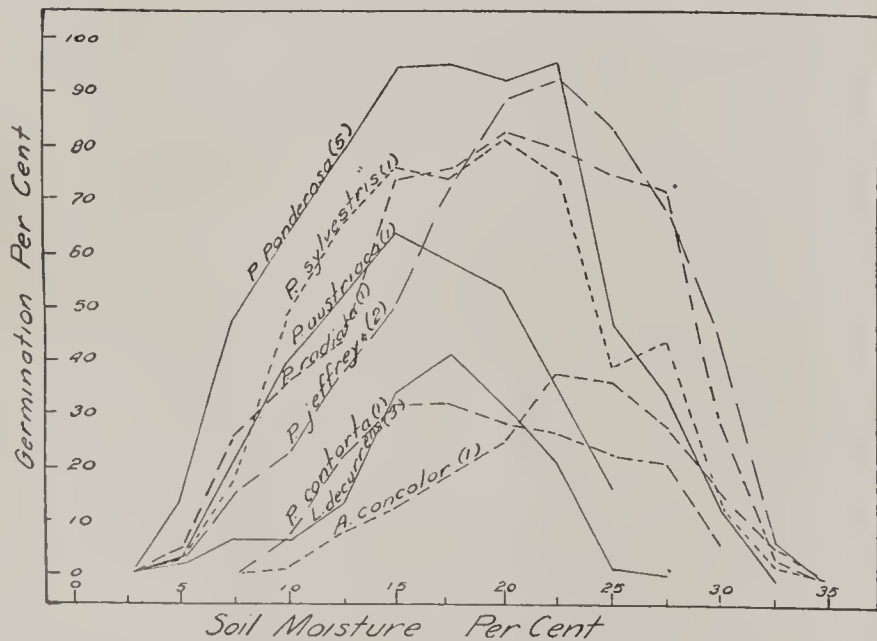


Fig 4 Germination PerCent by Soil Moisture Content for Species

Figures following species name indicate number of tests.

the case of monterey pine this ranged from 185 days down to 72 days. This decrease is due to soil moisture

almost entirely as the effect of temperature was more or less a constant for all tests, and is shown graphically in figure 3.

With increased aridity the length of time necessary to secure full germination is greatly lengthened by the lack of sufficient water. The seeds can absorb water slowly, and the few that germinate straggle along, one at a time. With increased moisture, absorption is rapid and the rate of germination increases as does the total germination up to the optimum. After this is reached, the rate increases markedly but a falling off in germination per cent is noted until the soil becomes so saturated that the lack of oxygen entirely prevents germination. That the lack of moisture prevented the further germination of the seeds in those samples containing 10 per cent water and less is shown by the fact that after the tests had been run 200 days (or more) the addition of water brought the total germination well up toward the optimum. Similarly, drying out the exceedingly wet samples also gave an increase in germination although this increase was slight, not amounting to more than 3 per cent, and occurred only in the case of the pines.

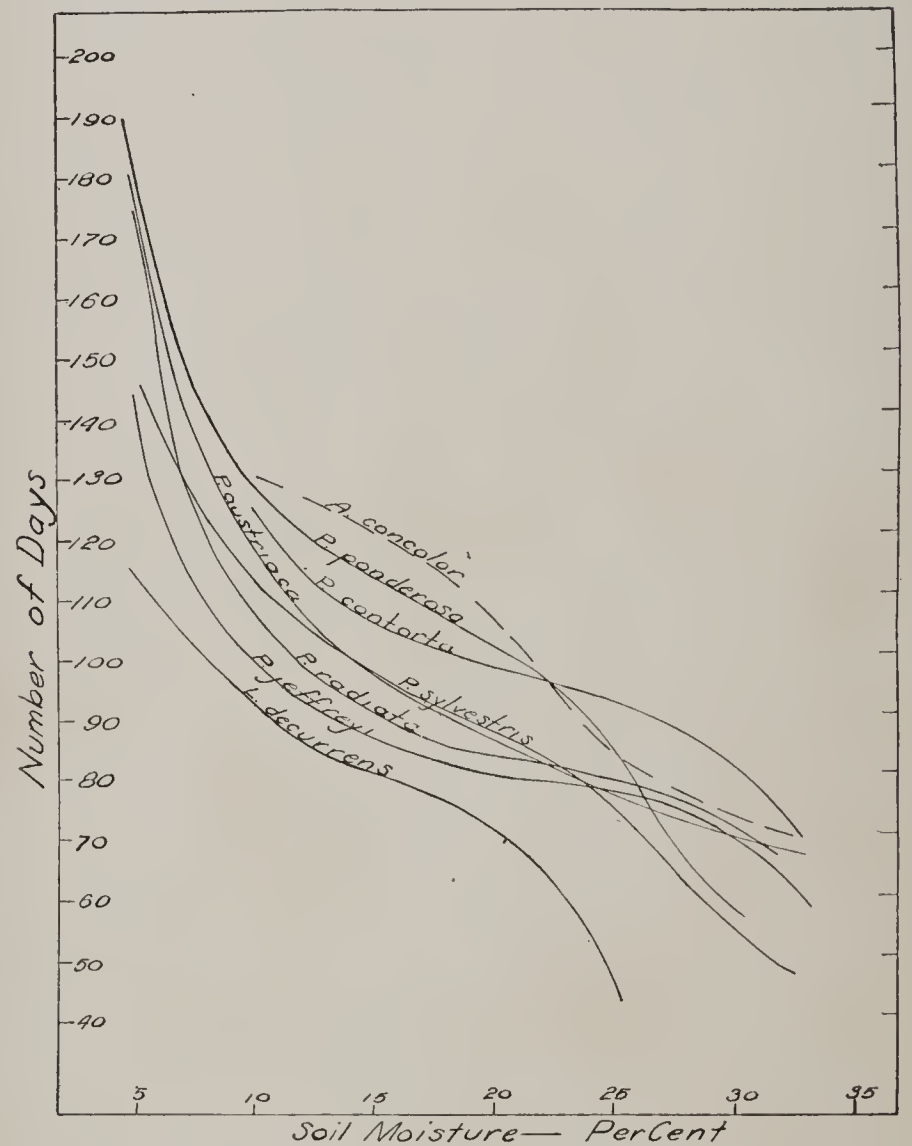


Fig3.—Period in days required to complete germination of forest tree seed by moisture content of soil

The effect of the soil moisture on the total germination is shown in figure 4. In general, there is a fairly rapid rise with increasing moisture from 0 up to 15 per cent, a more or less flat peak, and a rather steep decline to the zero line again. The optimum moisture includes a range of from 5 to 10 per cent between 15 and 25 per cent, and the peak of all the species so far tried falls in this period. Of the eight species, only two, incense cedar and austrian



pine, have a sharp peak, and these culminate at the 15 per cent point. Lodgepole pine has a long range of optimum values, from 15.0 to 27.5 per cent, though the germination per cent itself is low. The germination of white fir shows a much slower rise than the pines although the falling off is equally rapid.

By a comparison of figures 3 and 4 it is noted that the curve for the rate of germination shows a slowing up during the optimum period, and that the difference in the number of days in which germination is completed is relatively slight while the rate increases markedly on both sides of this optimum.

The effect of fluctuating soil moistures varying from 8 per cent to saturation was tried on both yellow and jeffrey pine seed. The soil in the cans was saturated, and placed where evaporation would be so rapid that it would dry out considerably in a few days. The effect of this was to reduce the germination below the optimum—from 97 to 78 per cent for yellow pine, and from 86 to 73 per cent for jeffrey pine. Similarly, the length of time necessary to secure complete germination was increased, 13 days for yellow and 18 days for jeffrey pine. The rapidity of germination was correspondingly decreased, as it took 67 days to secure a 50 per cent germination in yellow pine as against 58 days with a 15 per cent constant soil moisture. In jeffrey pine the increase amounted to 5 days, being 56 as against 51 days.

These features help explain a number of things in local tree distribution which have been puzzling in the extreme, and further study is necessary to ascertain how far these features work in nature. The high water content at the optimum for white fir explains how this species is able to germinate so readily at the edge of snow banks and in places where the ground is saturated in early spring. Also the facts cited may help explain in part why incense cedar germinates more readily in the better drained situations than in places where the soil is constantly moist for considerable periods; and similarly, they explain in part how lodgepole pine can germinate at the edge of swamps and lakes while other species cannot become established.

Investigations have not yet been possible to determine what effect changes in the character of soils have upon germination, or whether this relation is a simple one. It is believed that the germination secured by different soil moisture contents in sands can be translated directly to other soils on a basis of the moisture equivalent. If this is the case, the results of seed tests should be given in terms of the moisture equivalent of the soils in which the test is made, and the optimum range of moisture contents for that soil. In all seed-testing work, the optimum soil moisture values should be used for each species, and separate flats or trays should be used instead of the benches where all seeds are treated alike. Further studies of the moisture requirements are desirable to extend our knowledge of the species, to bring about uniformity in seed testing technique, and to change nursery practice to fit the requirements of the tree species instead of the present system of making the species fit the practice.

## GOOD BUSINESS REPORTED BY THE NEW HAVEN NURSERIES

Our shipping department is at the present time overwhelmed with orders and before the season closes we bid fair to double our last spring's output. This is a surprise to us as we anticipated a slowdown in sales this year owing to general state of labor conditions. It has to the contrary acted in the opposite direction seemingly and the general public is buying more freely than ever. Civic beauty and the utilization of garden for fruits, berries, etc., seems to have become a uniform point of view throughout this section. We believe the Market Development Committee is doing good work along this line.

E. F. C.

## 90 TO 6

It has been repeatedly claimed that the last convention endorsed the "trustworthy" trade-mark and all the policies of the present administration by a vote of 90 to 6.

My recollection is that the 90 to 6 vote was on the question of the amount of dues and did not embrace the question of general policy.

If we had a report of the proceedings, this and other questions might be determined instead of being left to memory. Why don't we get it?

A SEEKER FOR LIGHT.

## SHRUBBERY BORDERS

T. R. Hopkins, Ferndale, Washington, sends the following clipping from the National Republican with a wish that it could be featured by the nursery trade.

We agree with the sentiment expressed in the clipping but not with the suggestion that shrubbery borders are a thing of the past.

In the Atlantic coast states the shrubbery border is as common as any other garden feature.

The small suburban lot does not permit of very extensive ones, but places of any extent, especially those laid out by landscape gardeners invariably have them.

### A PLEA FOR SHRUBBERIES

No one who has not a shrubbery really knows what the evening song of the blackbird and the thrush can be—especially, I think, the blackbird.

The perfect conditions are, perhaps: April, six o'clock, a shower's last drops just pattering, and the sky just yellow to the west. Arnold's wet bird-haunted English lawn must have shrubbery at the edge of it. Yet no one seems to strive after the shrubbery any longer.

Hence it is that houses with good shrubberies must be old and today most houses that one sees are new. The shrubbery belongs to the days of Miss Austen. In one of her books—I forget which—the impossibility of taking a house without a shrubbery attached to it is emphatically insisted on. A house with good shrubbery is always old enough for Miss Austen's characters to have lived in it.—E. V. LUCAS, from *National Republican*, April 4, 1921, Page 6.

## TRUSTWORTHY

A large nurseryman writes me today and in his letter makes the following comment on the matter of trustworthy trees:—

"All small nurserymen and tree dealers are joining so as to use the slogan of the convention. Even fellows that do not handle nursery stock but go on the river banks and dig up trees and have sales ground in the cities are making use of the Association's 'Trustworthy Trees and Plants.' " —*So-It-Goes*.



# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902

Published monthly by

THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor .....ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in  
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Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., May 1921



## WHICH IS WANTED A NATIONAL ASSOCIATION OR A NURSERY TRUST?

In our March Issue Mr. J. R. Mayhew asks the question, "Is our work as an association for the past five years to be scrapped?"

The answer is no. The sentiment of the great majority of the trade is in favor of what the reorganized Association stands for. The cooperation of Nurserymen to accomplish things to the best interests of the whole Nursery Trade.

If there are any differences of opinion they are certainly not on this question, but rather as to the best method of accomplishing the desired results. If one analyses the opposition in so far as it has expressed itself at convention and through the trade papers. It resolves itself into the one word "practicability."

We may be as materialistic as we like but we cannot side step the eternal verities, one of which is there is a spirit back of every thought and action.

If the motive back of the Association is selfish, the results will be accordingly. It matters little how its processes be camouflaged to hide the selfishness.

It is not intended to imply there is anything wrong in a selfish motive, all business is selfish, namely the acquisition of the dollar.

If this is the chief motive then by all means model the American Association on the lines of a corporation or trust, advertise the trademark and force every Nurseryman to become a member for self protection.

Modeled along these lines the more money that can be

spent in propaganda the more powerful it will become and be influential in bringing about economic reforms in the trade and even indirectly protect the consumer of nursery products.

But is it possible to run a National Association of Nurserymen on the lines of a commercial trust or large corporation?

It cannot emulate their methods, as there is no way of coercing recalcitrant members into obedience.

There are too many conflicting interests of its members and the naturalness of its products, to which little if any control can be had over production, either inside or outside the membership.

In other words however powerful, the Association became, it would always be extremely vulnerable as the sources of supply of the products of the soil cannot be cornered or controlled for any length of time and being in one sense of the term non-essentials, if the consuming public cannot get one thing it will make another do.

When the reorganization of the American Association took place, class and provincial ideas should have been dropped entirely. The vision of the future for the Association should be along national lines, transportation, statistics, surpluses and shortages, standardization, Market Development, etc. Code of Ethics, yes, Article IX, yes and several more articles if necessary to make membership in the American Association an honor to be sought for.

This will never be accomplished by making it a clearing house for petty squabbles or having rules and regulations that cannot be enforced.

The functions of the American Association of Nurserymen should govern only such matters as are national in their scope, and leave local affairs to the State organizations and such organizations as the Retail Nurserymen's Association, Fruit Tree Grower's Association, Ornamental Growers' Association, etc., who are in a better position to adjust among their own membership the things which more particularly concern them.

We have good examples in the Federal and State Governments. The Grand and Subordinate Lodges in Ecclesiastical governing bodies, in fact it would appear to be the logical thing to do.

The present differences of opinion can be readily harmonized by a clearly stated platform that will leave out narrow selfish motives and confine itself to objects worthy of a national Association.

There may be some difficulty in getting back to a practical working plan, but the difficulties are not insuperable, even those bones of contention such as Article Nine and National Advertising and the financing of it, all properly belong; it is merely the spirit and aim that has been misapplied.

To summarize in as few words as possible the next convention will decide either for an Association modeled along the lines of a trust or corporation with the purely business object of promoting the interests of its members.

Or a national Association whose aim is the advancement of the nursery interests of the country.

That the American Association can remain true to its constitution and by-laws as already adopted and become an extremely powerful force in guiding and fostering



the nursery trade goes without saying but it must be quite sure of its aims and ideals and not be sidetracked from its object by trying to emulate the processes of big business and so called trusts.

#### LANDSCAPE ARCHITECTS AND TRADE PRICES

*The following letters are self explanatory and throw light on the efforts being made to bring about better trade practices between Landscape Architects and Nurserymen*

March 11th, 1921.

Mr. Frederick Law Olmsted,  
Brookline, Mass.

Dear Sir:—

Your letter inquiring as to our experience, etc.

It would be easier to make comment and suggestions if we had any experience of business given by landscape architects on a basis agreed upon at the joint meeting May 31st, 1919 which you referred to.

I have inquired from nurserymen near Chicago as to their experience in the matter, and they all tell me that whenever a landscape architect sends a list for them to quote on, if they do not give trade prices, they do not get the business. This suggests whether the practice of sending out for competitive bids does not nullify the recommendations of the joint meeting referred to. Of course, it may be said that it is the nurseryman's own fault if he quotes trade prices; but on the other hand, the nurseryman retorts that he gets none of the landscape architects business unless he quotes trade prices.

The only other thought which occurs to me at the present time as a means of improving the relation between landscape architects and nurserymen, is that we should try to devise some way of demonstrating by certified accountants what is a fair price for nursery products. Hardly any nurseryman knows this himself, because very meagre cost accounts have ever been kept, and these have almost always ignored over-head charges which constitute an important item.

I venture to say there is hardly a nursery in the United States which in the last twenty years has made a net average profit of 10% of the capital invested, from its nursery activities. There have been many cases where such profits have been made from the increase in the value of land; but such increased value of land cannot be used as a basis for arriving at a fair price for nursery products, and this with many nurseries has been the only source of profit.

Yours very truly,  
(Signed) ALVIN E. NELSON.

March 23, 1921.

Mr. Alvin E. Nelson,  
Swain, Nelson & Sons,  
940 Marquette Bldg.,  
Chicago, Ill.

Dear Sir:—

Many thanks for your letter of the 11th.

You touch on trade practices which are certainly capable of improvement to the advantage of all concerned, when you mention the practice, on the part of landscape

architects, of habitually sending out lists for nurserymen to quote on competitively in disregard of their catalog prices, and the practice on the part of nurserymen of quoting special prices lower than their publicly announced prices when urged to do so by individual buyers, whether landscape architects or others who have no logical claim to special reductions.

Every one must agree that it is to the interest of all concerned that for these kinds of plants habitually sold in sufficient quantities to make it possible to establish recognized market prices, such prices should be determined by open and aboveboard competition, and that they should be reasonably stabilized at levels sufficient to give a reasonable return, on the average, to those nurserymen who run their business efficiently.

In proportion to the extent to which prices are determined by secret private bargaining without the stabilizing influence of an open market, the buyers and sellers who devote much of their time and energy to privately shopping around and offering special inducements, (which because they are secret may be dishonorable without much danger of exposure) obtain advantages over those who devote more of their attention to the strictly productive part of their work. This is an evil in a direction opposite to the evil of monopolistic price fixing combinations which destroy healthy competition, and it may be just as bad.

Responsibility for minimizing this evil rests primarily with the nurserymen.

If a considerable number of nurserymen, whose stock and prices make it worth while to pay any attention to them, habitually (upon request) quote prices lower than they have publicly announced, it becomes necessary for business-like buyers to go to the trouble and annoyance of getting their real prices by special inquiry. A reasonably business-like buyer, whether landscape architect or otherwise, will hardly continue to take the trouble to send out lists for special quotations if he finds that such requests do not secure quotations different in the main from the announced prices which may be obtained from the catalogs, either directly or by applying a known and publicly stated percentage discount.

To such small extent as the influence of the American Society of Landscape Architects can effect this situation, I can assure you that we wish to help in the right direction.

I may say that the experience of the firm of Olmsted Brothers is that these nurseries which in general give the most for the money to our clients, taking account of prices, quality of stock and other elements of service, so seldom make secret special cuts in prices below their publicly announced prices (except where the conditions of the order are abnormal as noted below) that it is not worth while to go to the trouble and expense of sending for such quotations in any normal cases.

The abnormal cases in which Olmsted Brothers do send out requests for special quotations from time to time are mainly, if not wholly, as follows:

1. Special and peculiar stock not represented in the catalog prices as fixed for the ordinary run of commercial stock.

2. Abnormally large orders where a reasonable and proper reduction in price due to the wholesale nature of



the transaction goes beyond the limits covered by the ordinary catalog prices which provide reduced rates by the hundred or the thousand.

3. (The most frequent case). In case of placing orders or making up estimates during the period preceding the issue of new catalogs (mainly in the winter before the spring catalogs have been received) when a change of prices from those given in the last season's catalog is reasonable to be expected.

I am sure that the landscape architects generally would greatly welcome a condition of things in the nursery trade under which the announced prices of the nurserymen could be accepted at their face value, and the placing of orders could be determined simply with regard to quality of stock offered at the announced prices, with due allowance for questions of transportation, etc.

Of course if a nurseryman finds that the prices which he has placed upon his stock when he issues a catalog before the beginning of the season are so high that he can not get enough business in competition with other nurserymen and that he can better afford to reduce prices than to lose sales, there must be some business-like and open and above-board method for adjusting his prices to the conditions of supply and demand without waiting until the issue of his next season's catalog. I believe that it is in the interest of the trade as a whole, in the interest of customers, and in the long run decidedly in the interest of the individual nurserymen, if any charge which he deems it expedient to make from his catalog prices in response to market conditions is made by publicly announcing a percentage discount from the catalog prices applying to the whole or a certain portion of the stock listed. I believe the announcement of such a discount from the previously announced catalog prices should be mailed at least to his regular customers and to those who are regularly on his catalog mailing list.

When a request for special quotations on a list of stock comes to a nurseryman who is not in the habit of privately bargaining over every sale but who handles his business in a modern and business-like way in the manner above indicated, I believe his proper answer is to mail a catalog with his latest discount sheet attached to it, or if the person who sends the inquiry is known to have the catalog and discount sheet, then merely to refer him to the prices so announced. This will reduce clerical expense and trouble for him and in the long run for his customers.

If nurserymen believe that it would help them to deal properly with such situations, by avoiding a possible impression of discourtesy, I think it possible that a brief explanation of the matter might be agreed upon between the nurserymen's organizations and the A. S. L. A., which explanation could be printed on slips or on post-cards and used in reply to these useless requests for special quotations.

The sending out of lists to several nurserymen and the submitting and tabulating of special quotations on each list from each nurseryman consume so much more time and expense (in the landscape architect's office as well as in the nurseryman's office) than using catalog prices and published discount sheets, that a landscape architect would be a fool to do it unless he had reason to believe that it was necessary in order to learn the ac-

tual instead of the nominal market prices of the stock he needs.

But just in so far as a landscape architect has reason to believe that the prices in any given nurseryman's catalog, instead of being a reliable indication of the actual market price of the goods, are merely an expression of hope that some of the plants can be sold at the printed prices; then just so far the landscape architect will consider himself forced to ask for special quotations. And if any nurseryman finds, regularly and habitually, that he can not make a sale through landscape architects without cutting the prices in his catalog, and if he habitually does cut these prices rather than lose that particular part of his market, it seems a pretty fair indication that his catalog prices are too high for that market, and that he would do well either to scale down the prices in his next catalog, or announce a larger discount from these prices to landscape architects, or make up his mind that he doesn't want their business.

I think some landscape architects probably do act foolishly in this matter by getting into a habit of sending out lists for special quotations without stopping to consider, in each case, whether they really have good reasons for the employment of what should be an abnormal method; and I should be glad to call the attention of members of the A. S. L. A. to the whole matter by means of a circular which the Committee on Relations with Trades might draw up after consulting with the Nurserymen's committee; but as I said in the beginning, the burden of securing improvement in these matters must rest primarily upon the nurserymen themselves.

I am sending a copy of your letter and this letter to our Committee on Relations with Trades, and hope that something may come of it.

Very truly yours,  
(Signed) FREDERICK LAW OLINSTED.

25th April, 1921.

Mr. Thomas Meehan,  
Dresher, Pa.  
Dear Mr. Meehan:

In connection with the above correspondence I call attention to the following extract from a letter of one of the members of this Society bearing on the diversity of methods of nurserymen in selling through landscape architects:

"The fact of the situation is that all of our northwestern nurserymen, including several from Chicago, have as many methods of handling landscape architects as there are nurserymen. Some of them sell from standard wholesale catalogs, billed direct to our clients; others issue no catalogs expecting us to send them lists for prices; some refuse to sell at any price better than retail; others refuse to bill to a private client and even expect the landscape architect to use this commission as part of his business income."

Very truly yours,  
F. L. Olmsted



# Princeton Products are Ornamental



Trees, Shrubs and Evergreens  
of high grade  
for the wholesale trade

## Princeton Nurseries

Princeton in New Jersey

May, 1921.

## Are You Troubled

with lost or "astray" shipments of nursery stock,  
to say nothing of other difficulties experienced  
through the use of "cheap" tags?

Get rid of your shipping troubles, just "put it  
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**"Denney Tags get there with the goods"**

Tags for every need of the nurseryman and a  
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**Rawhide Shipping Tags and Tree Labels.**

## The Denney Tag Co.

West Chester, Pennsylvania

## Our Predictions Have Come True

For six months we have been urging early purchases. We could see the shortage coming which is here today. Stock is moving rapidly.

ORDER NOW. We offer a few specials for quick shipment. Peach in Elberta, Carman, Greensboro, Mayflower, and Wad-dell. Standard Pear in Bartlett, Beurre d'Anjou, Clapps, Duchess, Flemish, Keiffer, and Sheldon. Dwarf Pears in lead-ing varieties. Cherries No. 1, English Morello, and Louis Phillippe. Plum on peach, Burbank, October Purple, and Red June. Apple in Gano, Grimes Golden, Jonathan, Yellow Transparent, and other good varieties. Apricots, 3-4 ft., Alexander and Budd.

In Ornamental trees we offer Norway Maple, Silver Maple, Ash Leaf Maple, Yellow Wood, and Lombardy Poplar. We have a nice lot of American Arbor Vitae 18-24 in. and 2-3 ft. at an attractive price.

Raspberries, Blackberries, and Currants in surplus. A surplus in Amorpha Fruticosa, Cornus, Forsythia, Honey-suckles, Lilacs in white and purple, Purple Fringe, Spirea V. H., and Snowball Opulus. Ampelopsis Veitchii 1 yr. No. 1, Matrimony Vine No. 1 and No. 2.

Butterfly Bush No. 1.

A good assortment of roses.

Wire, call, or write us. Shipments made promptly. Please notice our seedling ad on Page 125.

## C. R. BURR & COMPANY

MANCHESTER - CONN.

Please notice our seedling ad on Page 125.

## When You Want Seeds...

It's a mighty good idea  
to get in touch with "LANE" at  
Dresher, Pa. He has a most  
complete assortment of Deciduous and  
Evergreen Tree and Shrub Seeds,  
Also Fruit Seeds to offer. Send  
for his Catalog.

310 Acres devoted to business

## Vincennes Nurseries

W. C. Reed & Son, Prop., Vincennes, Ind.

Offer for Fall 1920

Cherry, 2 Year XX  $\frac{7}{8}$  up 5 to 7 feet  
Cherry, 2 Year  $\frac{11}{16}$  up 4 to 6 feet  
Cherry, 2 Year  $\frac{5}{8}$  to  $\frac{11}{16}$ , 4 to 5 feet  
Cherry, One Year, Sweets and Sours, all grades  
Peach, One Year all leading Varieties, strong on Elberta  
Apple, 2 Year, leading varieties  
Standard Pear, One Year, 4 to 6 feet and 3 to 4 feet  
Japan Plum on Peach, One Year  
Hansen Hybrid Plum, One Year on Peach roots  
Hardy Northern Pecans, Grafted Varieties  
Please submit List of wants for prices



## TRANSPORTATION

March 31, 1921.

Mr. Elisha Lee, Vice President,  
 Pennsylvania Railroad Co.,  
 Philadelphia, Pa.

Dear Sir:—

We have been interested in your Information Bulletin and especially that part which refers to the high costs of freights which have been forced by the heavy operating expenses. The increase in rates has placed great restriction on the area of our shipments and consequently on the value of business which we can turn over to Pennsylvania. We have made a memorandum of just what the freights have been in 1905, 1915 and 1920 to the points where we have heaviest shipments and may we say that any shipments beyond Chicago are practically out of the question on account of freight rates.

In the past we have had many earloads each season into Minnesota, Oregon and Washington; of course these long distance points only give you a haul to Chicago and while these have been cut entirely, the higher rates have restricted very much shipments to points beyond three or four hundred miles of Philadelphia.

Outside of the percentage increases which have been made in freight rates in general, the rates on nursery stock were raised one classification, so you will see that since 1905 there has been an increase of 200 per cent and since 1915 an increase of 100 per cent and in some cases of 150 per cent. This does not only effect Andorra, but all the nurseries in the Eastern section who used to ship tremendous quantities of material to points west of Chicago and south of Washington. Our shipments at present to Georgia and other southern points are going by boat.

If there is any possible way that the Nursery Trade could have some relief in the matter of freight rates, it would stimulate business for your lines.

Yours very truly,

WM. WARNER HARPER, *Prop.*

	1905	1915	1920	Min. 16,000 ear '20— \$57.12
New York, N. Y.	101½c.		35½c.	
Buffalo, N. Y.			40½c.	
Pittsburgh, Pa.			41 c.	
Columbus, O. . . . .	21 e.	26.7c.	54½c.	
Cleveland, O. . . . .	19 e.		49½c.	
Chicago, Ill. . . . .	28 e.	29.5c.	70½c.	
Boston, Mass. . . . .		17.9c.	41 e.	
Seattle, Wash.		1.52	3.80	

April 4, 1921.

Mr. Wm. Warner Harper,  
 Proprietor, Andorra Nurseries,  
 Chestnut Hill, Philadelphia, Pa.

Dear Sir:—

Please accept my thanks for your kind letter 31st ult., outlining your difficulties in marketing nursery stock to distant points, and which you attribute to the present high level of freight rates.

We have had suggestions of a similar nature in a

number of other instances appertaining to various kinds of commodities,—as a matter of fact, there is more or less of a general clamor for a reduction in rates. The state of business just now is such that even a wholesome reduction in rates would not bring any material increased volume of business. The country is going through a "slump" in business, which is caused by a series of conditions, of which we believe the question of freight rates has, perhaps, the least bearing.

We are very anxious to do everything in our power to cause a permanent recovery in business, and we are naturally extremely interested in safeguarding the long haul traffic, out of which the profits are the greatest. The conditions which you bring to our attention will receive our earnest consideration, but I am sure you will share our belief there must first be a reduction in the high level of operating costs before any wholesale reduction in freight rates can be safely undertaken.

I appreciate exceedingly your having brought the matter to our attention, and we express the hope that in the near future there will be a restoration of more normal business conditions throughout the country.

Yours very truly,

ELISHA LEE, *Vice President.*

## NURSERYMEN WARNED AGAINST MISUSE OF STATE CERTIFICATION

Misuse of State certification in shipments of currant and gooseberry plants by nurserymen affected by Federal quarantine No. 26 against pine-blister rust may be prosecuted as a violation of the quarantine, it was declared by the Federal Horticultural Board, United States Department of Agriculture.

Several nurserymen in the area covered by the quarantine, it is said, have made arrangements to have orders for currant and gooseberry plants from points outside the quarantined area filled by nurserymen west of the quarantine line. There is no objection to this practice, it is declared, but there is a very decided objection to a misuse of State certificates in connection with such shipments. A number of instances have come to the notice of the board in which the tag of the firm situated in the quarantined area, bearing the inspection certificate of the State in which the firm is located, has been attached to the shipment.

The use of such certificates, it is said, under the circumstances given is not only fraudulent but is likely to be very much to the ultimate disadvantage both of the shipper and the receiver of the stock. Both State and Federal inspectors, it is pointed out, must take the evidence of the shipping tag and certification, and persons making such misuse of shipping tags and certificates run the risk not only of being prosecuted as violators of the quarantine but of having the stock seized and destroyed or refused entry into the State of destination.

Nurserymen who have engaged in this practice, says the board, are therefore warned of the risk involved. The certification of such goods should be made by the officials of the State from which the shipment is actually made.





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HE WHO SAVES WHEN  
HE SPRAYS IS WISEST

The Naco line of Insecticides and Fungicides, appeals to the jobber and dealer because of its leadership in quality and packing.

Paris Green

Arsenate of Lead  
(Paste and Powder)

Bordeaux Mixture  
(Paste and Powder)

Lime Sulphur Solution

Naco Dust "A" (Powder)  
(Special Potato Bug Killer)

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Kalibor (Powder)  
(Kills bugs and prevents blight)

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(Paste and Powder)  
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**NITRATE AGENCIES COMPANY**  
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A Fruit trees  
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Write for prices.

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### FRUIT TREE STOCKS

APPLE SEEDLINGS MYROBOLAN SEEDLINGS  
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CANINA DOG BRIAR  
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Rhododendrons ponticum—Azalea pontica

in addition—The usual general Nursery stock  
New and rare Trees

For all informations and prices, please write to:

MR. H. G. BENCKHUYSEN, Care Maltus & Ware,  
116 Broad Street, New York City, N. Y.

who will visit the United States during May, June and  
July.

**H. DEN OUDEN & SON,**  
**The Old Farm Nurseries Boskoop, Holland**

### EVERBEARING STRAWBERRY PLANTS

If you need Everbearing strawberry plants to fill spring orders or if you wish to increase your planting in nurseries, we can supply you with genuine PROGRESSIVE Everbearing plants, guaranteed to be TRUE TO NAME and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties growing in our experimental grounds that are not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out.

THE GARDNER NURSERY CO., Drawer 103, Osage, Iowa.

**RAFFIA**

**THOMAS B. MEEHAN Co., Dresher, Penna.**

Buy from Headquarters. We offer "A. A. West Coast," "X. X. Superior," and "RED STAR." Don't wait to order until you want to use it. Remember freights are slow. Let us fill your summer needs now.

When writing to Advertisers please mention the National Nurseryman.



## NURSERYMEN COOPERATING WITH THE U. S. D. OF A. IN THE PRODUCTION OF AMERICAN GROWN FRUIT STOCKS

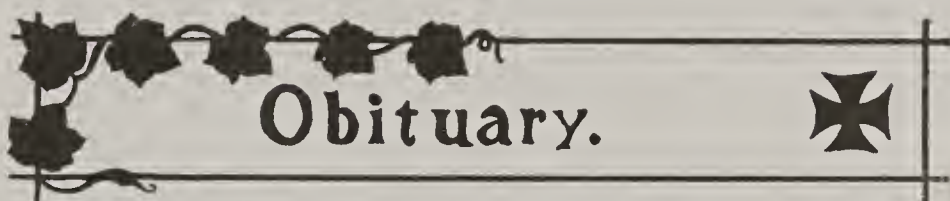
President Lloyd C. Stark has appointed the following committee to cooperate with the Bureau of Plant Industry in connection with its investigation in the raising of fruit and other stocks in this country.

Chairman, J. H. Skinner, Topeka, Kansas.  
Robert Chase, Chase, Alabama.  
Tom Rogers, Winfield, Kansas.  
Homer Reed, Louisiana, Mo.  
F. A. Wiggins, Toppenish, Wash.  
J. Harold Hume, Glen St. Mary, Fla.  
J. F. Jones, Lancaster, Pa.

It is very probable the supply of foreign grown seedling stocks will be completely shut off in a few years, so it is one of the most important subjects before American nurserymen at the present time.

As President Stark points out "It behooves the nurserymen to approach the matter in the most aggressive, constructive manner" and he has selected men who can be depended upon to work hard to assist the Department in its investigations that are so vital to the nursery industry.

Prof. L. C. Corbet, Horticulturist, and Mr. L. C. Scott, Pomologist, Bureau of Plant Industry, have charge of the investigations.



### Obituary.

MRS. CHARLES L. YATES

Word has only recently been received of the death of Mrs. Charles L. Yates, which occurred in Los Angeles, California, August 5th last.

Mrs. Yates was the widow of Charles L. Yates, the founder of the National Nurseryman.

After the death of Mr. Yates, his widow resided some time in Rochester, then spent her winters at Los Angeles. Later she sold her house and moved permanently to California where she resided up to the time of her death.

Of late years her health has been poor but it had been hoped that the climate of California would cause improvement.

## PACIFIC COAST ASSOCIATION OF NURSERYMEN

The Nineteenth Annual Meeting of the Pacific Coast Association of Nurserymen will be held at Seattle July 12, 13, and 14 and an interesting event is anticipated.

Nurserymen on the Pacific Coast are now lining up to produce and supply the seedling and ornamental stocks formerly imported now being affected by quarantine. With this in view the propagation of these stocks will be given prominent place for careful consideration at the coming convention.

The local nurserymen at Seattle in conjunction with the Park Board, the Agricultural Department of the Public Schools and Seattle Horticultural Association

are preparing to make an exhibit of flowers and ever-green plants in Volunteer Park during the closing day of the Convention.

Plans for excursion to the beautiful Island of Vashon and to the famous berry field of the Puyallup Valley are being prepared.

Propagators of fruit tree seedling stocks and rose stocks are reporting good prospects for a high quality product and the quantity will be much larger than was available last year.

The supply of prune trees is likely to exceed the demand owing to a demoralized market for the dried prune crop of last year, which like other fruit await readjustment of freight rates and capacity of consumers to purchase.

The general cleanup has been very good regardless of many cancellations as new buyers took the place of those unable to complete their contracts. Cherry and pear for the coming season reported rather scarce, apple will be adequate, peach plentiful and other classes normal.

C. A. Tonneson,  
Executive Secretary.  
Burton, Wash.

## NURSERYMEN ASKED TO COOPERATE IN PREVENTING SHIPMENTS OF WHITE PINES, GOOSEBERRY AND CURRANT PLANTS INTO WESTERN STATES IN VIOLATION OF THE LAW

Many illegal shipments of currant and gooseberry bushes and five-leaved pines have been made in the past four years, a large majority of them by nurserymen. An analysis of the violations of blister rust quarantines which have been discovered shows that out of a total of 1122, 49 nurseries were responsible for 105 of these prohibited shipments.

White pines were discovered, in a few shipments, under the name of "Jack pine," or other yellow pines. Violations have occurred from Massachusetts, New York, New Jersey, Pennsylvania, Ohio, Michigan, Wisconsin, Minnesota, Iowa, Missouri, Illinois, Indiana, Louisiana, and Alabama. Some of the shipments were made from regions infected with blister rust, and a few came from nurseries known to have diseased stock the previous year.

All such violators of this quarantine will be prosecuted. A number of convictions have already been secured. A force of inspectors is in the field, and drastic action will be taken to make the quarantine effective.

The cooperation of all nurserymen is requested in upholding the Federal and State blister rust quarantines. Federal Quarantine No. 26, effective June 1, 1917, prohibits the shipment of five-leaved pines, currants, or gooseberries (the host plants of the blister rust) from points east of and including Minnesota, Iowa, Missouri, Arkansas, and Louisiana to points west of these States. This quarantine also prohibits the shipment of five-leaved pines and black currants from New England and New York to any point outside of these States, and prohibits, further, the shipment of five-leaved pines and



**Mr. Nurseryman:**

Your trees and roses are no better than the stock you grow them on. We know we are offering the best to be had in imported Fruit and Rose stock for spring 1922 planting. Our growers are the best in France, and for December 1921 and January 1922 delivery we offer:

Pear Seedlings Transplanted  
 Apple Seedlings Transplanted  
 Apple Seedlings Sown  
 Myrobolan Plum Seedlings, Transplanted  
 Mahaleb Cherry Seedlings, Transplanted  
 Quince Cuttings, rooted  
 Manetti Rose Stock

Our enormous production enables us to make attractive prices. We invite correspondence and will give you the best of service. We guarantee satisfaction, and as low a freight rate as can be had from Angers, France.

**C. R. BURR & COMPANY**  
 MANCHESTER, CONN.

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We sell earlots or less, for

Delivery now or later, at

Prices it will profit you to learn.

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Good illustrations are a valuable asset to sell goods.

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The Landscape department also offers splendid opportunities for increasing sales.

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**Insects Prefer the Tender Young Green Shoots**

**PLANET COMPRESSED AIR SPRAYER**

For Spraying Small Trees, Shrubbery, Garden Truck, Whitewashing, etc.

The **PLANET** is a four-gallon capacity sprayer. The handle and locking device are nickel plated. The side seam (the weakest part of any tank) is lock-seamed, grooved and riveted, thereby doubling its strength. The ends are seamed and hand soldered, insuring extra strength. The arrangement for locking the pump in place is the simplest device made for this purpose; a quarter turn of the handle locks the pump air tight and a similar turn in the opposite direction unlocks it. **NO CLUMSY PARTS ON TOP OF TANK**, everything out of the way and flushed to surface. The nozzle is of the automatic type made to insure quick action when the lever is operated. It has a non-clog spray cap that produces a fine misty spray.

**SPECIFICATIONS**

**TANK**—7x21 inches. Heads, 20 gauge. Body, 26 gauge Galvanized Steel.

**PUMP**—1¾x14 inches. Seamless Brass Tubing.

**HOSE**—¾ inch. Automatic Shut-off Nozzle. All connections ¼ inch Pipe Thread.

Brass or Galvanized Tanks as Ordered.

**AN IDEAL SPRAYER FOR EVERY PURPOSE**

INSPECTION PROVES ITS BETTER QUALITY, FINISH AND CONSTRUCTION

**THE SANITARY SPRAY COMPANY**

**Minneapolis, Minn.**

Experiments are expensive and do not pay—Thousands of "PLANET" sprayers are in use—If your dealers does not carry them them write us.



black currant plants from the New England States into the State of New York. These regulations are made to prevent the introduction of the blister rust into uninfected regions by the transportation of diseased host plants from infected areas, and especially to protect the valuable western white pine forests. A single shipment of infected stock may cause colossal loss.

In order that common carriers and nurserymen may know the Federal blister rust quarantine laws, and the regions to which they apply, a poster has been printed, giving this information and is being sent all nurserymen in the East, as well as certain freight and express agents and postmasters. Additional copies may be secured from the Federal Horticultural Board at Washington, D. C. It is realized that carelessness on the part of nursery employees frequently is responsible for illegal shipments. It is desirable that this poster be placed in packing sheds as a reminder of shipping restrictions.

Blister rust is widespread throughout New England, New York, western Wisconsin, and northeastern Minnesota. Five-leaved pines, currants and gooseberries shipped into the West prior to enactment of quarantine have been inspected, and no trace of the disease has been found west of the Great Plains. The western white and sugar pine forests comprise 55 billion feet of timber, and young growth of these species has exceptional value in future forest management. The safety of these forests depends upon keeping out the blister rust. This can be done if the Federal regulations are observed. Failure to do so jeopardizes one of our most valuable forest resources. It is an act of good citizenship to aid in protecting our western forests by making special efforts to comply with this quarantine order.

### AMERICAN PLANTS

The stoppage of imports of plants from foreign countries brought about by quarantine 37 is beginning to make itself felt in the nurseries.

Certain kinds of plants for whose propagation we almost depended entirely upon Europe are getting quite scarce. From our view point at least this is not to be regretted; while all plants have their attractions when properly grown and placed, their indiscriminate use for all purposes and situations becomes tiresome and anything but good taste.

The imported Blue Spruce, Rhododendron and assorted evergreens with the Holland stamp upon them, as they used to come into the country and find their way into our gardens through the auction rooms, dry goods stores and jobbing nurserymen and florists made them stereotyped and anything but interesting.

It was becoming so that the channels of trade was our landscape dictator without the least self assertion on our part.

Now that particular channel of trade has been stopped, what will be the next that will flow along the lines of least resistance and set the fashion in front yards?

That question is easily answered. It will be plants that propagate easily and grow readily. But let us hope the change will ultimately be production of good and lead to better things, one of which will be a better appre-

ciation and freer use of native plants.

It is a curious thing that one has to go to the gardens of Europe to really become acquainted with American plants; to see them done well and appreciated as they deserve.

There are certain groups of plants that have been cultivated so long, they have ceased to belong to any country in particular, such as roses, dahlias, gladiolis, many of the shrubs and vines. These are garden plants and belong to American gardens as much as any other.

There is, however, a deliberate ignoring of our very rich flora in favor of alien plants that are neither as handsome or desirable just because they happen to be grown by nurserymen.

This is conspicuously so in trees and evergreens, why is the Norway Maple planted in preference to the Red Maple, the Norway Spruce in preference to the Hemlock, the Austrian and Scotch Pine rather than the American sorts?

Largely because of the lines of least resistance for the nurseryman and following the channels of trade.

The European exporter of plants did send us choice things but our use of them made them common if not a little vulgar.

We have a chance now to start a new fashion, let us try to bring to the front some of our own native plants that have been so long neglected. This does not mean jobbing in collected plants but propagating and growing them in the nurseries and demonstrating to the consumer the wonderful beauty of our own flora.

### WHAT IS THE ANSWER?

Mr. Editor—

Talking with a member of the American Association the other day the point came up as to why it was that this year the plan of sending to each member soon after the Annual Meeting, a copy of the proceedings of that Annual Meeting, had not been carried out.

The published proceedings were appreciated by the members, as then all the members could know how important matters, discussed at the meeting, were decided, whether that member was present or absent; could know what Nurserymen were members and what dues were paid.

As members, we could not see why all this information should be withheld, for as we looked at it the American Association should be an Association for All the members and All the members should know All about All of the transactions of All of the Association Matters.

Has the Association now become a "Close Corporation?" Can you persuade "the powers that be" to open up?

MEMBER.

### THE NEXT CONVENTION

The coming convention of the American Association of Nurserymen will be held June 22, 23, 24.

Word received from the chairman of the committee on arrangements states—The Congress Hotel has again been selected as headquarters.



Agawam  
Brighton  
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*For Lining Out*  
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Dormant Summer Cuttings  
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Hardwood Cuttings for greenhouse bench propagation  
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Summer Frame Cuttings for Lining Out  
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Buy Box-Barberry and Ibodium Privet of the introducers

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Ornamental Trees, Shrubs, Vines, Woody and Herbaceous Plants of the Blue Ridge Mountains, including: *Kalmias*, *Rhododendrons*, *Leiophyllums*, *Andromedas*, *Tsugas*, *Azaleas*, *Corylus*, *Oxydendron*, *Zanthorhiza*, *Ampelopsis*, *Lonicera*, *Shortia*, *Iris*, *Liliums Stenanthium*.

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Growers and Exporters of Fruit Tree Stocks,  
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Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address

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# LABELS FOR NURSERYMEN

**THE BENJAMIN CHASE CO.**

**DERRY, N. H.**

When writing to Advertisers please mention the National Nurseryman.



The members of the A. A. N. have not yet received the "proceedings" of the last convention, held nearly ten months ago. February 7th, Secretary Watson said "ready in about two weeks." Why are they being held up?

CURIOSITY.

# STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC.

Required by the ACT OF CONGRESS OF AUGUST 24th, 1912

Of the NATIONAL NURSERYMAN, published monthly at Hatboro, Pa., for April 1, 1921.

State of Pennsylvania.

County of Philadelphia.

Before me, a Notary Public, in and for the State and the county aforesaid, personally appeared Thomas B. Meehan, who, having been duly sworn according to law, deposes and says that he is the Business Manager of the NATIONAL NURSERYMAN, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation) etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24th, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse side of this form: to wit:

1. That the names and addresses of the publisher, editor, managing editor and business managers are:

Publisher—THE NATIONAL NURSERYMAN PUBLISHING CO., INC., Hatboro, Pa.

Editor—ERNEST HEMMING, Flourtown, Pa.

Business Manager—THOMAS B. MEEHAN, Mt. Airy, Philadelphia, Pa.

2. That the owners are:

Mrs. C. L. Yates, Rochester, N. Y.

James McHutchison, Jersey City, N. J.

Thomas B. Meehan, Mt. Airy, Phila., Penna.

Albert F. Meehan, Mt. Airy, Phila., Penna.

3. That the known bondholders, mortgagees and other security holders owning or holding 1 per cent. or more of total amount of bonds, mortgages, or other securities are: NONE.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustee, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

THOMAS B. MEEHAN, Business Manager.

Sworn to and subscribed before me this 5th day of April, 1921.

Elmer Miller, Notary Public.

(My commission expires March 11, 1925.)

## WANTED

### WANTED

Married man with experience in growing general line of Nursery Stock, willing to work and live on premises. Will sell interest in the business to the right man. Give reference. **THE CURETON NURSERIES, Austell, Ga.**

Will buy nursery near large city, anywhere East of Mississippi. Send price and full particulars of stock.

**No. 43 Care The National Nurseryman.**

### SALESMAN WANTED

A large grower of fruit and rose stocks, wants a first class representative, who knows the nursery trade, and is acquainted with these articles, to sell same at favorable terms.

Apply to **THE NATIONAL NURSERYMAN, No. 152, Hatboro, Pa.**

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**WANTED**—By a reputable nursery firm in the central west a young man who has had experience in both wholesale and retail nursery business. Want a man who knows grades, capable of handling correspondence and managing force of salesmen. Reference required.

Address 54, Care National Nurseryman.

### WANTED ROSE BUDDERS

We want two experienced rose budders. Steady all-year work for the right men. Good wages. Our nurseries are just outside of the city of Patterson and can be easily reached by trolley from that point.

**GEORGE H. PETERSON, INC.,**  
River Road and Berdan Ave., Fair Lawn, New Jersey.

We have a position for an experienced man to act as assistant foreman in a nursery. One who has managerial ability and is capable of handling men.

We want a man who is familiar with the growing, budding, propagating and cultivation of fruit trees, shrubs, roses, etc. We will furnish such a man with a house, good pay and pleasant surroundings.

Call in person or address all communications to—

**THE CALL NURSERIES CO.,**  
Perry - Ohio.

ESTABLISHED 1893

## THE NATIONAL NURSERYMAN

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock. Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

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Hatboro, Penna.

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# Retinosporus Pisifera, Squarosa Veitchii

Per 100 and per 1000

AUDUBON Nursery, H. Verzaal, Prop., P.O. Box 275, Wilmington, N. C.

## The Elm City Nursery Co.

has an opening in its Landscape Department for two A-1 Experienced Landscape-Planters, men who know stock and can handle a landscape plan, who can organize and handle men. If you do not classify do not waste your time and ours by writing.

Also a thoroughly experienced Nurseryman familiar with growing and handling a full line of ornamental Nursery Stock.

Positions open June 1st.

**THE ELM CITY NURSERY CO.,**

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**SPHAGNUM MOSS.** Best quality. Standard size in burlap. 5 to 25 bales. At \$1.00 per bale. 25 to 100 bales. At 95c per bale. Wired bales. From 5 to 25 bales. At 70c per bale. 25 to 100 bale lots. At 65c per bale. Write for prices on car lots. Cash with order on all lots less than car loads.

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Stock two and three years.  
Ask for Price.

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2 1/4 in. Pot

**ROSES**

4 in. Pot

for lining out.

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300  
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From Levavasseur & Co., Orleans, France

Apples, Pears, Mazzard, Mahaleb, Myrobolan, Quince, Dog briar, Manetti, Multiflora, etc., all grades.

Write for all informations and prices to:

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116 Broad Street, New York City, N. Y.

who will visit the United States during May, June and July.

**H. DEN OUDEN & SON,**

The Old Farm Nurseries

Boskoop, Holland

For the best in Strawberry, Dewberry, and Raspberry plants, direct to your Customers under your own tags, send your orders to the undersigner, and plants and packing will be right.

I save you both worriment, and Money. Let me know your requirements. Also Cow peas and Soy beans.

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Ask for Prices.

We are the printers of this Magazine

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Write

**WELLER NURSERIES CO.**

Perennial Specialists,

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MICHIGAN

Fruit Tree and Rose Stocks Myrobolan Manetti  
**FELIX & DYKHUIS**



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HIGH GRADE BOSKOOP NURSERY-STOCK  
BOSKOOP-HOLLAND.

Beautifully  
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Price-list  
free!

FROM HOLLAND FAR, DUTCH LADY HANDS,  
TO UNCLE SAM HER FINEST BRANDS.

Wholesale Nurseries  
**BOSKOOP, HOLLAND**

are in a position to take large orders for fruit tree and rose stocks, especially apple, pear and myrobolan and all other stock which can be imported into U. S. A.

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Palms and Greenhouse Stock, Roses, Evergreens  
Trees and Perennials. Bay Trees, Boxwood, Rhododendrons,  
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Send us your want list. Inspect our stock.

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PROSPECTS are GLOOMY for North Carolina  
PEACH PITS for fall delivery shipment 1921.

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the best Continental houses. Annual subscriptions to cover  
cost of postage, \$1.00. Money orders payable at Lowd-  
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cants should, with the subscription, send a copy of their  
catalogue or other evidence that they belong to the nursery  
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Largest assortment in New Eng-  
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Sturdy, choice stock that can be  
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This New England soil and cli-  
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Special trade prices. By the thous-  
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## SCARFF'S NURSERY

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### Small Fruit Plants

1200 Acres "At it 25 Years"

We offer for spring 1920 a good assortment of following  
stock and will be pleased to submit prices on your want list.

Strawberries  
Raspberries  
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Dewberries

Iris  
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See wholesale list before placing your order.

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Colored Raffia in 20 colors

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Write for prices specifically stating requirements

**McHUTCHISON & CO., 95 Chambers St., New York**

A Fine Stock of

**Norway Maple, Silver Maple, European Sycamore**

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A beautiful lot of CUT LEAF BIRCH 8-10 ft. and 10-12 ft.

Hardy Shrubs of all kinds

Also a limited supply of Fruit Trees and Small Fruit Plants.

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**Maple Bend Nursery**

**Perry, Ohio**

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A general assortment of nursery stock for delivery Fall  
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We also have some fine blocks of Peach Seedlings, a  
portion of which we offer to bud on contract for delivery  
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Headquarters for Nursery Supplies

**Portland Wholesale Nursery Co.**

122½ GRAND AVENUE

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# FRAMINGHAM QUALITY NURSERY STOCK

for

## YOUR RETAIL TRADE

We grow the grade of evergreens, trees, shrubs and vines that will bring repeat orders from your customers.

Now is the time to prepare for Spring business. Make us a visit. Inspect our stock and reserve what you require for Spring shipment.



# NURSERY BANDS

Manufacturers of

## STEEL BOX STRAPPING

FOR

## NURSERY PURPOSES

**SPECIAL OFFER**—We offer all or any part of an accumulation of long Nursery Bands one inch in width and sixty inches to one hundred and twenty inches in length, at a reduction of twenty dollars a ton. This offer holds good until stock is disposed of.

WRITE US

COVERING YOUR WANTS IN STEEL BANDS

## American Steel Band Co.,

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## Box Barberry

Strong 2 year plants

We offer a complete list of Fruit and Ornamental Stock in our Trade List.

Better send for a copy.

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We still have on hand a good variety of shrubs in our storage cellars and can make prompt shipments on late, rush orders.

**Thomas B. Meehan Co.**

Wholesale Nurserymen

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Since 1855

For Fall 1920 and Spring 1921 delivery we have a large stock of choice and rare varieties of Evergreens for nursery planting. We also have a good supply of Deciduous Trees and Shrub stock for lining out. Careful packing given special attention. Trade List for Nurserymen only is now ready.

**The D. Hill Nursery Co., INC.**

Evergreen Specialist---Largest Growers in America

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## Peonies A SPECIALTY

The cream of 1200 sorts

Some extra new ones

**THE WORLD'S BEST!**

Eighteen Acres

Write for our List

Cannas, Dahlias and Gladioli

**C. BETSCHER, Dover, O., U. S. A.**



# Harrisons' Special Spring Offer to the Wholesale Trade

## FRUIT TREES

### PEACHES

One-year budded.....3-4 ft., 4-5 ft., 5-6 ft.  
5000 Hiley .....  
5000 Belle of Georgia .....

### CHERRIES

Two-year budded.....3-4 ft., 4-5 ft., 5-6 ft.  
2000 Early Richmond .....  
2000 Montmorency .....  
1000 Black Tartarian .....  
1000 King .....  
1000 Spanish .....  
1000 Waco .....

### KIEFFER PEAR

5000 One-year budded .....3-4 ft.  
5000 " .....4-5 ft.  
5000 " .....5-6 ft.

### APPLES

One-year budded.....2-3 ft., 3-4 ft., 4-5 ft., 5-6 ft.

#### Varieties

Stayman Winesap, Grimes Golden, M. B. Twig, Yellow Transparent, Wm. Early Red, Jonathan, Rome Beauty, Ben Davis, Gano, York Imperial, McIntosh, Gravenstein, Winesap, N. W. Greening, Baldwin, Wealthy, Delicious, R. I. Greening, Winter Banana.

### Strawberry Plants

10000 Aroma .....  
20000 Bubach .....  
50000 Chesapeake .....  
100000 Gandy .....  
100000 Klondyke .....  
12000 Parsons Beauty .....  
12000 Premier .....  
100000 Progressive (Everbearing) .....  
10000 Superb (Everbearing) .....

## SPECIMEN EVERGREENS

3 Cypress, Glory of Hoskoop. 15 ft.  
3 " " " 12 ft.  
15 Fir, Cephalonian .....10 ft.  
20 " " " 9 ft.  
50 " " " 8 ft.  
50 " " " 7 ft.  
50 " " " 6 ft.  
300 Fir, Nordman's .....6 ft.  
400 " " " 5½ ft.  
300 " " " 5 ft.  
300 " " " 4 ft.  
300 Canadian Hemlock.....6 ft.  
400 " " " 5 ft.  
300 " " " 4 ft.  
500 " " " 3 ft.  
100 Juniper, Schott's .....6 ft.  
50 Retinospora, Golden Peafruted 8 ft.  
50 " " " 7½ ft.  
100 " " " 7 ft.  
100 " " " 6 ft.  
200 Retinospora, Japanese Peafruted 6 ft.  
200 " " " 5½ ft.  
300 " " " 5 ft.  
300 " " " 4½ ft.  
50 Retinospora, Japanese Graceful 7 ft.  
50 " " " 6 ft.  
300 Retinospora, Japanese Plumelike 6 ft.  
400 " " " 5½ ft.  
300 " " " 5 ft.  
300 " " " 4½ ft.  
300 Ret. Japanese Golden Plumelike 8 ft.

300 Ret. Japanese Golden Plumelike 7½ ft.  
400 " " " 7 ft.  
300 " " " 6½ ft.  
400 Ret. Japanese Threadlike.. 6 ft.  
300 " " " 5½ ft.  
300 " " " 5 ft.  
300 " " " 4½ ft.  
20 Retinospora, Sulphur Tinted 5 ft.  
20 " " " 4 ft.  
300 Retinospora, Veitch's Japanese 8 ft.  
300 " " " 7½ ft.  
300 " " " 7 ft.  
300 " " " 6½ ft.  
150 Pine, Austrian.....5 ft.  
250 " " " 4 ft.  
300 " " " 3 ft.  
20 Pine, Scotch .....8 ft.  
20 " " " 7 ft.  
50 Pine, White .....4 ft.  
150 " " " 3½ ft.  
10 Spruce, Koster's Blue.....10 ft.  
25 " " " 9 ft.  
100 " " " 8 ft.  
100 " " " 7½ ft.  
100 " " " 7 ft.  
3 Spruce, Colorado Blue.....12 ft.  
10 " " " 10 ft.  
100 " " " 9 ft.  
200 " " " 8 ft.  
200 " " " 7 ft.  
200 " " " 6 ft.  
20 Spruce, Colorado Green.... 9 ft.  
40 " " " 8 ft.  
40 " " " 7 ft.

40 Spruce, Colorado Green.... 6 ft.  
500 Spruce, Norway .....12 ft.  
600 " " .....10 ft.  
1200 " " .....9 ft.  
2000 " " .....8 ft.  
2000 " " .....7 ft.  
1200 " " .....6 ft.  
75 Spruce, White.....12 ft.  
75 " " .....10 ft.  
50 Spruce, Oriental .....5 ft.  
50 " " .....4 ft.  
8 Spruce, Douglas .....8 ft.  
100 " " .....7 ft.  
100 " " .....6 ft.  
300 Arborvitae, American.....10 ft.  
600 " " .....9 ft.  
900 " " .....8½ ft.  
1800 " " .....8 ft.  
3600 " " .....7½ ft.  
1800 " " .....7 ft.  
900 " " .....6 ft.  
1000 Arborvitae, Chinese.....9 ft.  
1000 " " .....8 ft.  
1500 " " .....7 ft.  
1000 " " .....6 ft.  
25 Arborvitae, Fernlike.....8 ft.  
25 " " .....7 ft.  
75 Cedar, Blue Virginia.....8 ft.  
75 " " .....7 ft.  
75 " " .....6½ ft.  
10 Cedar, Indian .....15 ft.  
10 " " .....12 ft.  
10 " " .....10 ft.  
200 Cedar, Red .....8 ft.  
300 " " .....7½ ft.  
300 " " .....7 ft.

## SHADE TREES

5000 Maple, Norway .....8 to 10 ft., 1¼ to 1½ in.  
5000 " " .....10 to 12 ft., 1½ to 1¾ in.  
10000 " " .....12 to 14 ft., 1¾ to 2 in.  
10000 " " .....14 to 16 ft., 2 to 2½ in.  
5000 " " .....2½ to 3 in.  
2000 " " .....3 to 3½ in.  
400 " " .....3½ to 4 in.  
100 " " .....4 in.  
100 Oak, Pin.....5 to 6 ft.  
1000 " " .....6 to 7 ft.  
1000 " " .....7 to 8 ft.  
500 " " .....8 to 10 ft.  
100 " " .....10 to 12 ft.  
5000 Plane, Oriental .....8 to 10 ft., 1¼ in.  
5000 " " .....10 to 12 ft., 1½ in.  
5000 " " .....12 to 14 ft., 1¾ in.  
5000 " " .....14 to 16 ft., 2 in.  
500 " " .....2½ in.  
500 " " .....3 in.  
500 Poplar, Carolina .....6 to 8 ft.  
500 " " .....8 to 10 ft.  
500 " " .....10 to 12 ft.  
400 Poplar, Lombardy .....7 to 8 ft.  
500 " " .....8 to 10 ft.

500 Poplar, Lombardy .....10 to 12 ft.  
200 " " .....12 to 14 ft.  
1000 Walnut, Black .....5 to 6 ft.  
1000 " " .....6 to 7 ft.  
1000 " " .....7 to 8 ft.  
1000 " " .....8 to 10 ft.  
500 " " .....10 to 12 ft.  
500 " " .....12 to 14 ft.

## Flowering Shrubs

850 Coral Berry .....4 to 5 ft.  
500 Dogwood, Red Twig .....3 to 4 ft.  
1000 Deutzia, Crenata .....4 to 5 ft.  
1000 Deutzia, Pride of Rochester.....4 to 5 ft.  
1000 Deutzia, Double White .....4 to 5 ft.  
400 Mock Orange, Common.....4 to 5 ft.  
200 Rose of Sharon, Assorted Colors.....4 to 5 ft.  
200 Sweet Scented Shrub .....3 to 4 ft.  
1000 Spirea, Van Houttei .....4 to 5 ft.  
300 Spirea, Anthony Waterer .....2 to 3 ft.  
100 Weigela, Amabilis Alba.....4 to 5 ft.  
500 Weigela, Rosea .....4 to 5 ft.

SPECIAL QUICK SERVICE ON CAR LOAD LOTS. INTERESTING PRICES QUOTED ON REQUEST.

# HARRISONS' NURSERIES

J. G. HARRISON & SONS

Berlin,

Maryland





# THE NATIONAL NURSERYMAN

JUNE 1921



Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
Cuthbert Raspberries  
Spiraea Van Houtte  
Other Ornamentals  
Shrubs

Will be pleased to quote on your list of wants

### I. E. Ilgenfritz' Sons Co.

Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons CO.'s Celebrated  
Graft and Stock Planter and Firmer

## Mount Arbor Nurseries,

E. S. WELCH, President.

136 Center Street, Shenandoah, Iowa

### OUR SPECIALTY

A large assortment of high quality nursery stock for

THE WHOLESALE TRADE

For Fall 1921—Spring 1922

A complete line of Fruits and Ornamentals

ROSES—Baby Ramblers, Climbing, Hybrid Perpetual,  
Tea and Rugosa's.

### FRUIT TREE STOCKS—

American Grown—Apple, Japan Pear and American  
Plum.

French Grown—Apple, Mahaleb, Mazzard, Myrobolan,  
Pear. ROSE STOCKS—Manetti and Multi-  
flora.

Forest Tree Seedlings

California Peach Pits

We take this opportunity to thank our many customers  
for past favors, and shall hope to merit your future trade.

## Strawberry Plants

Everbearing and Standard

From November 1 to May 1

We can supply you healthy true-to-name, well-  
rooted plants. Fresh dug every day. Can ship  
to you or direct to your customers. Let us  
handle your Strawberry plant business this  
year. Our plants please our customers. They  
will please yours. Write for trade prices.

### The W. F. Allen Company

Strawberry Specialists,

Salisbury,



Maryland

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Manchester, Conn.

Represented at the Convention by

C. R. BURR

G. S. HARRIS

J. M. HARDYZER

BADGE No. 33 wants to meet you and talk about:

ORNAMENTAL SHRUBS, which we believe to be one of the  
scarcest items this year. A full assortment.

BARBERRY THUNBERGHII 3 yr. So scarce only sold in orders of  
assortment.

CALIFORNIA PRIVET, strictly 2 yr. heavy. We offer just a mil-  
lion in all grades.

APPLE, 2 yr. buds, as fine as can be grown.

PEACH, excellent assortment, but not as many as we had last year.  
RHUBARB, Graded one and two years. Large supply for the mail  
trade.

AMPELOPSIS VEITCHII, heavy two year at very low prices.

MULTIFLORA JAPONICA ROSE STOCK, our own growing. Best  
American stock for budding.

SEEDLINGS IN BARBERRY THUNBERGHII AND AMPELOPSIS  
VEITCHII 1 yr. at about prewar prices.

ROSES, H. P. AND CLIMBING, New England Grown. None better.  
In addition to the above we offer the most complete line to be  
found in the East.

Please notice our seedling adv. on Page 145.



The  
Preferred  
Stock



The  
Preferred  
Stock

### SPECIAL NOTICE

To invite your attention to a few specialties usually scarce but available this season in larger quantity.

ARISTOLOCHIA SIPHO (DUTCH PIPE)  
DIELYTRA SPECTABILIS (BLEEDING HEART)  
STANDARD ROSES  
STANDARD HYDRANGEA P. G.  
OFFICINALIS PEONIES  
PAUL'S SCARLET THORN

Of course we have our usual good assortment of Roses, Shrubs, Vines, Perennials, Fruit and Shade Trees, and would expect to sell scarce items in assortment with more plentiful stock.

*Let us figure with you.*

Convention Representatives

CHARLES H. PERKINS, 2ND.  
PAUL V. FORTMILLER

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**Jackson & Perkins Company**

Newark, - - New York State.

June 1st, 1921

The  
Preferred  
Stock

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**G. E. Bunting & Sons, Proprietors**  
**Selbyville - Delaware**

Offer the following stock for delivery  
Fall 1921 and Spring 1922

PEACH TREES 1 yr.

Elberta, Belle of Ga., Hiley, Carman,  
Greensboro.

APPLE TREES 1 yr.

Staymens Winesap, Yellow Transparent,  
Williams Early Red.

GRAPE VINES 1 yr. No 1.

Concord, Catawba, Moores Early, Niagara,  
Worden.

STRAWBERRY PLANTS

Leading standard and Everbearing varieties

ASPARAGUS ROOTS 1 and 2 yr No 1.

Palmetto, Giant Argentueil, Barrs Mammouth  
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CALIFORNIA PRIVET

In sizes 6 inches to 3 feet.

DECIDUOUS FLOWERING SHRUBS

Would be pleased to quote you.  
A bale, box or carload.

INSPECTION INVITED

**We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.**

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

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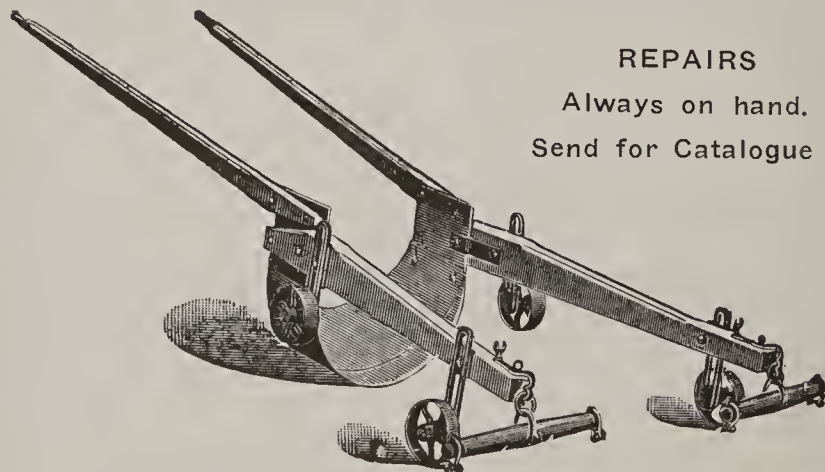
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REPAIRS

Always on hand.  
Send for Catalogue

Digger gets All the Roots at the rate of Twenty to Forty Thousand trees per day, and only needs same power as plow.

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NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

Subscribers to "Nurserymen's Fund for Market Development."



**J. H. SKINNER & CO.****Topeka                      Kansas.**

Offer for late fall or early spring shipment:

Apple trees, 2 yr.

Peach, 1 yr.

Kieffer Pear, 1 and 2 yr.

Grapes, 1 yr.

Gooseberries, 1 yr., Strong plants.

Rhubarb Myatt's Linneas, Divided roots.

**Apple Seedling.    All grades.**

Black Locust Seedling

Honey Locust Seedling

**Shade Trees**

Ash   Elm   Maple   Sycamore

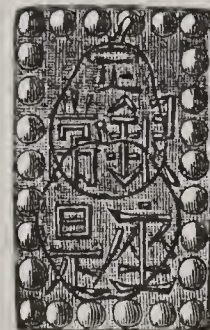
Honey Locust    American Chestnut

Bechtel's Double Flowering Crab. All sizes.

Amoor River Privet 12-18 in.; 18-24 in.; 2-3 ft.

Spirea Van Houtti 12-18 in.; 18-24 in.; 2-3 ft.;  
3-4 ft.

Let us price your list of wants.

**Heikes—Huntsville—Trees**

We have completed our shipping for the season and are glad to report a good clean-up.

Our stands are good and we expect to have a dandy lot of our usual line of stock to offer for delivery next fall and spring.

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**THE HUNTSVILLE WHOLESALE NURSERIES, INC.,**  
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**A**  
**Complete Assortment**  
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**NURSERY STOCK**

Apple,   Peach,   Pear,   Plum

Cherry and Quince

Small Fruits

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Shrubs

Evergreens

Paeonies

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74 Years

1000 Acres

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**Variety of**  
**Nursery Stock**

**60000**

Norway and American Elm  
fine stock in car load lots or less



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**BRIDGEPORT                      -                      Indiana**



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXIX.

HATBORO, PENNA., JUNE 1921

No. 6

## The Question of Prices

**D**URING the past few years we have seen prices go from a fairly stable basis soaring to undreamed of heights. We have seen practically every demand of labor met regardless of value received from it, and along with it, necessities of life and luxuries reach incredible prices.

After four years of working, striving, and saving to win the war we saw a mad orgy of spending that maintained war prices for two years after the war was over.

We also came to realize that values were all out of gear and that a readjustment had to take place. The whole country came to this decision at the same time and practically stopped buying except those things that could not be done without.

Just how long it will take for the country to get back to normalcy there is much difference of opinion. While there is every indication that the country at large is in a healthy, sound condition and can begin to do business in a prosperous manner any time it makes up its mind. There is no indication that boom conditions will begin in the near future. It rather seems that common sense is going to sit on the throne and future business will be done in a businesslike manner.

It is quite true that the nursery business has been good for the past several seasons, due to causes that are fairly obvious mainly from the shut down during the war period, but this cause will gradually cease to have effect and our business will fall in line with general conditions.

Like all other products high prices have been gotten for nursery stock, due to scarcity and high costs that entered into the production and handling.

The question that confronts nurserymen at the present time is—are these prices going to be maintained or will there be a slump that will produce cutthroat competition and all the demoralizing effects that follow in its train? The American and other Associations have always felt that there ought to be close cooperation to insure the nurseryman getting a living wage in return for his investment and labor; but if there is one rock more than any other that will wreck an association of nurserymen as a cooperative body it is the one named price. As an individual, if a nurseryman grows something, he feels he has a perfect right to set his own price regardless of the effect it may have upon his brother in the trade. Collectively, as a member of an association he looks with envious eyes upon corporations and individuals who are supposed to have a monopoly on some article of commerce or control it in some way as to regulate the price. However desirable the control may be, it is an unsound condition that would permit it, because it will not stand the simple test of allowing the other fellow to have the same power we desire ourselves, in other words we

would like to control the prices of the products we have to sell. We cannot trust the other fellow with a monopoly of the things we have to buy.

The one redeeming feature of the control of products, is, it prevents waste and if control would stop there instead of being used to extort the last cent out of the consumer's pocket it would be a grand thing; but the millennium is not yet.

The nurseryman may as well give up all thoughts of emulating big business such as controls oil, coal, tobacco and various manufactured and proprietary products. Nursery products do not lend themselves to such control.

Any attempt to bolster up prices in an arbitrary way is likely to meet with failure. We know cost of production, plus a profit, should set the selling price but the cost of products is not the same in two different locations, nor necessarily the same with two nurserymen. The large growers can usually produce at lower cost than those who only grow a few, and the large growers are the men who usually set the price and regardless of sentiment, they set a price at which they think their goods will sell. If the item is scarce and in good demand a higher price is asked; if in surplus, they price with the idea of selling their stock regardless of what it costs to produce it because they figure any price is better than the brush pile and a loss on one item will be made up on the gain of another. As long as their business shows a financial gain at the end of the year the profit or loss on an individual item is of secondary consideration.

This may not be good business but it is a fact that has a bearing on prices.

During the last few years there has been some very healthy thinking on the part of nurserymen. They have begun to realize that even without cost data it does not require much intelligence to know that growing and cultivating a plant from five to ten years and then using two dollars in labor to dig and deliver it to his customer or the transportation company and receiving a total of five dollars for it, is not a paying prospect and he is beginning to reduce the number of those items he realizes he handles at a loss, either by getting more for them or by stopping handling them.

The growers of large quantities of one item such as fruit trees or roses have the cost of their products down to a close point but even they often overlook the failures and other contingencies that enter into actual cost of production. There is every reason to believe that nurserymen the whole country over are beginning to do some profitable thinking that will have a tendency to stop growing stock for the fun of it. There is also danger in the idea that high prices can be maintained for nursery stock, while the prices on other products will have to come down. The very nature of it forbids such expectations and



good judgment would suggest small profits, but be sure they are profits, would be the best policy to follow to help bring things back to a normal condition.

We must not forget that the nursery business is competitive if one man can grow stock more economically and better than another, it is foolish to expect that prices can be held at an arbitrary height to make up for his lack of efficiency.

There are three factors that will keep the price of nursery stock at a profitable height.

First, the publishing of statistics of the quantities of the different items that are being grown in different parts of the country, this will have a tendency to prevent overproduction and a glutted market. (2nd) Large consumption brought about by proper advertising to create demand. (3rd) Closer attention to cost of production so that one thing will not be sold at the expense of another.

### HOW TO POPULARIZE THE TASTE FOR PLANTING

*Reprinted from Downing's "Landscape Gardening" Recently revised by Prof. Frank A. Waugh, with the kind permission of the author and publisher*  
—See Page 144

**H**OW to popularize that taste for rural beauty which gives to every beloved home in the country its greatest outward charm and to the country itself its highest attractions is a question which must often occur to many of our readers. A traveler never journeys through England without lavishing all the epithets of admiration on the rural beauty of that gardenesque country; and his praises are as justly due to the wayside cottages of the humble laborers (whose pecuniary condition of life is so far below that of our numerous small householders) as to the great palaces and villas. Perhaps the loveliest and most fascinating of cottage homes, of which Mrs. Hemans has so touchingly sung, are the clergyman's dwellings in that country; dwellings, for the most part, of very moderate size, and no greater cost than are common in all the most thriving and populous parts of the Union, but which, owing to the love of horticulture and the taste for something above the merely useful which characterizes their owners as a class, are for the most part radiant with bloom and embellishment of the loveliest flowers and shrubs.

The contrast with the comparatively naked and neglected country dwellings that are the average rural tenements of our country dwellings is very striking. Undoubtedly this is in part owing to the fact that it takes a longer time, as Lord Bacon said a century ago, "to garden finely than to build stately." But the newness of our civilization is not sufficient apology. If so we should be spared the exhibition of gay carpets, fine mirrors and furniture in the "front parlor," of many a mechanic's, working-man's, and farmer's comfortable dwelling, where the "bare and bald" have pretty nearly supreme control in the "front yard."

What we lack perhaps more than all is not the capacity to perceive and enjoy the beauty of ornamental trees and shrubs—the rural embellishment alike of the cottage and the villa—but we are deficient in the knowledge and the opportunity of knowing how beautiful human habita-

tions are made by a little taste, time, and means, expended in this way.

Abroad it is clearly seen that the taste has descended from the palace of the noble and the public parks and gardens of the nation to the hut of the simplest peasant; but here, while our institutions have wisely prevented the perpetuation of accumulated estates that would speedily find their expression in all luxury of rural taste, we have not yet risen to that general diffusion of culture and competence which may one day give to the many what in the old world belongs mainly to the favored few. In some localities, where that point has in some measure been arrived at already the result that we anticipated has, in a good degree, already been attained. And there would probably be more pretty rural homes within ten miles of Boston owned by those who live in them and have made them, than ever sprang up in so short a space of time in any part of the world. The taste once formed there, it has become contagious, and is diffusing itself among all conditions of men and gradually elevating and making beautiful the whole neighborhood of that populous city.

In the country at large, however, even now, there cannot be said to be anything like a general taste for gardening or for embellishing the houses of the people. We are too much occupied with making a great deal to have reached that point when a man or a people thinks it wiser to understand how to enjoy a little well, than to exhaust both mind and body in getting an indefinite more. And there are also many who would gladly do something to give a sentiment to their houses, but are ignorant both of the materials and the way to set about it.

Accordingly they plant odorous ailanthuses and filthy poplars to the neglect of graceful and salubrious maples.

The influence of commercial gardens on the neighborhood where they are situated is one of the best proofs of the growth of taste. They show that our people have no obtuseness of faculty as to what is beautiful, but only lack information and example to embellish with the heartiest good will, take Rochester, N. Y., for instance, which, at the present moment, has perhaps the largest and most active nurseries in the Union. We are confident that the aggregate planting of fruits and ornamental trees within fifty miles of Rochester during the last ten years has been twice as much as has taken place in the same time in any three of the southern states. Philadelphia has long been famous for her exotic gardens, and now even the little yard plats of the city dwellings, are filled with roses, jasmines, lagesstroemias and the like. Such facts as these plainly prove to us that only give our people a knowledge of the beauty of fine trees and plants and the method of cultivating them, and there is no sluggishness or inaptitude on the subject in the public mind.

In looking about for the readiest method of diffusing a knowledge of beautiful trees and plants, and thereby bettering our homes and our country several means suggested themselves which are worthy of attention.

The first of these is, by what private individuals may do.

There is scarcely a single fine private garden in the country which does not possess plants that are perhaps more or less coveted, or would at least be greatly prized by neighbors who do not possess, and perhaps cannot easily procure them. Many owners of such places



cheerfully give away to their neighbors any spare plants that they may possess; but the majority decline, for the most part, to give away plants at all, because the indiscriminate practice subjects them to numerous and troublesome demands upon both the time and generosity of even the most liberally disposed. But every gentleman who employs a gardener could well afford to allow that gardener to spend a couple of days in a season in propagating some one or two really valuable trees, shrubs, or plants, that would be a decided acquisition to the gardens of his neighborhood. One or two specimens of such tree or plant thus raised in abundance might be distributed freely during the planting season, or during a given week of the same, to all who would engage to plant and take care of them in their own grounds, and thus this tree or plant would soon become widely distributed about the whole adjacent country. Another season still another desirable tree or plant might be taken in hand and when ready for home planting might be scattered broadcast among those who desire to possess it, and so the labor of love might go on as convenience dictated till the greater part of the gardens, however small, within a considerable circumference would contain at least several of the most valuable, useful and ornamental trees and shrubs for the climate.

The second means is by what the nurserymen may do.

We are very well aware that the first thought which will cross the mind of a selfish and narrow minded nurseryman (if any such read the foregoing paragraph) is that such a course of gratuitous distribution of good plants, on the part of private persons, will speedily ruin his business. But he was never more greatly mistaken, as both observation and reason will convince him. Who are the nurserymen's best customers. That class of men who have long owned a garden, whether it be half a rod or many acres, who have never planted trees or, if any, have but those not worth planting? Not at all. His best customers are those who have formed a taste for trees by planting them, and who, having got a taste for improving, are seldom idle in the matter and keep pretty regular accounts with the dealers in trees. If you cannot get a person who thinks he has but little time or taste for improving his place to buy trees, and he will accept a plant, or a fruit-tree, or a shade tree, now and then from a neighbor whom he knows to be "curious in such things,"—by all means, we say to the nurseryman, encourage him to plant at any rate and at all rates.

If that man's tree turns out to his satisfaction he is an amateur, one only beginning to pick the shell, to be sure, but an amateur full fledged by-and-by. If he once gets a taste for gardening downright—if the flavor of his own rare-ripe touch his palate but once, as something quite different from what he has always, like a contented ignorant donkey, bought in the market—if his *Malmaison* rose, radiant with the sentiment of the best of French women, and the loveliness of intrinsic bud-beauty once touches his hitherto dull eyes, so that the scales of his blindness to the fact that one rose differs from another, fall off forever—then we say, thereafter he is one of the nurseryman's best customers. Begging is both slow and too dependent a position for him and his garden soon fills up by ransacking the nurseryman's catalogues, and it is

more likely to be swamped by the myriad of things which he would think very much alike (if he had not bought them by different appellations), than by any empty spaces waiting for the liberality of more enterprising cultivators.

And thus, if the nurseryman can satisfy himself with our reasoning that he ought not object to the amateur's becoming a gratuitous distributor of certain plants, we would persuade him for much the same reason, to follow the example himself. No person can propagate a tree or plant with so little cost and so much ease as one whose business it is to do so.

We may add, no one is more likely to know the really desirable varieties of trees or plants than he is. No one so well knows as himself that the newest things—most zealously sought after at high prices—are by no means those which will give the most permanent satisfaction in a family garden. Accordingly it is almost always the older and well-tried standard trees and plants, those that the nurseryman can best afford to spare, those he can grow most cheaply, that he would best serve the diffusion of popular taste by distributing gratis. We think it would be best for all parties if the variety were very limited, and we doubt whether the distribution of two valuable hardy trees or climbers for five years, or till they became so common all over the surroundings as to make a distinct feature of embellishment, would not be more serviceable than disseminating a larger number of species. It may appear to some of our commercial readers an odd recommendation to urge them to give away precisely that which it is their business to sell, but we are not talking at random when we say most confidently that such a course, steadily pursued by amateurs and nurserymen throughout the country for ten years, would increase the taste for planting and the demand for trees five hundred fold.

The third means is by what the horticultural societies may do.

We believe there are now about forty horticultural societies in North America. Hitherto they have contented themselves year after year with giving pretty much the same old schedule of premiums for the best cherries, cabbages and carnations, all over the country, till the stimulus begins to wear out, somewhat like the effects of opium or tobacco, on confirmed habitues. Let them adopt our scheme of popularizing the taste for horticulture by giving fruit trees, ornamental trees, shrubs, and vines (purchased by the society of the nurserymen) to the cultivators of such small gardens, suburban door-yards, or cottage inclosures, within a distance of ten miles round, as the inspecting committee shall decide to be best worthy, by their air of neatness, order, and attention, of such premiums. In this way the valuable plants will fall into the right hands, the vendor of trees and plants will be directly the gainer, and the stimulus given to cottage gardens and the spread of the popular taste will be immediate and decided.

"Tall oaks from little acorns grow" is a remarkably trite aphorism, but one the truth of which no one who knows the aptitude of our people or our intrinsic love of refinement and elegance will underrate or gainsay. If, by such simple means as we have here pointed out, our



great farm on this side of the Atlantic, with the water-privilege of both oceans, could be made to wear a little less the air of Canada-thistledom, and show a little more sign of blossoming like the rose, we should look upon it as a step so much nearer the millennium. In Saxony the traveler beholds with no less surprise and delight on the road between Wiessenfels and Halle quantities of the most beautiful and rare shrubs and flowers growing along the foot-paths and by the sides of the hedges which line the public promenades. The custom prevails there among private individuals who have beautiful gardens of

annually planting some of their surplus material along these public promenades for the enjoyment of those who have no gardens. And the custom is met in the same beautiful spirit by the people at large, for in the main, those embellishments that turn the highway into pleasure grounds are respected and grow and bloom as if within the inclosures.

Does not this argue a civilization among these "down-trodden nations" of central Europe, that would not be unwelcome in this, our land of equal rights and free schools?

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## PROGRAM

### 46th Annual Meeting

## AMERICAN ASSOCIATION OF NURSERYMEN

### June 22-24th 1921

### CONGRESS HOTEL, CHICAGO

*All Sessions in the Florentine Room, Second Floor*

*Afternoon Sessions at Two o'clock*

*Morning Sessions at Ten o'clock*

*There is a lot to do. Please be in your seats promptly.*

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#### A word from the Program Committee:

Executive Sessions have been decided on for the purpose of a full, free, and frank discussion of those questions, on which during the past year, differences of opinion have developed. Some of the salient points to be brought out in these discussions are mentioned in connection with each question but it is our wish that any other point that may occur to any member be brought out and discussed. No representatives of the press will be present; talk freely, open up, express your mind but SMILE! We believe that every one of these questions can be threshed out at this meeting and settled for all time.

Note that ample time has been allowed between the discussions and the final vote to give every member a chance to THINK before voting. Remember that a majority vote of the active members present decides all questions except the Amending of the Constitution and By-Laws which requires a vote of two-thirds of the active members present.

The desire of your Program Committee is that these discussions may clear the atmosphere and that when the final adjournment is reached on Friday, we shall find a united, bigger, stronger American Association of Nurserymen than ever before.

HENRY CHASE,  
M. R. CASHMAN,  
E. S. WELSH,  
*Program Committee.*

#### WEDNESDAY MORNING—10 O'CLOCK

Call to order by President Stark.  
Invocation.  
"Greetings."  
Response by President Stark.  
Report of Arrangements Committee, A. M. Augustine, Chairman.  
Report of Program Committee, Henry B. Chase, Chairman.  
Address: The Secretary of Agriculture, Hon. Henry C. Wallace.  
Address: Hon. Edward N. Hurley, Formerly Chairman Federal Trade Commission.  
Address: Dr. C. L. Marlatt, Chairman Federal Horticultural Board. "The Situation as to Future Imports of Fruit Tree Seedlings."  
Address: Mr. L. B. Scott, United States Department of Agriculture. "The Growing of Fruit Tree Seedlings in America."  
President's Address.  
Appointment of Door-keeper for Executive Sessions.

#### WEDNESDAY AFTERNOON—2 O'CLOCK:

Open Session for Committee reports followed by  
Executive Session

Report of Executive Committee.  
Report of Executive Secretary,  
John Watson, Princeton, N. J.  
Report of Treasurer, J. W. Hill, Des Moines, Iowa.  
Report of Traffic Manager,  
Chas. Sizemore, Louisiana, Mo.



Report of Market Development Committee,  
Robert Pyle, Chairman, West Grove, Pa.  
Appointment of Auditing and Resolutions Committees.

## EXECUTIVE SESSION

(Voting Members Only)

## FUTURE PLANS OF THIS ASSOCIATION

Discussion "Market Development Publicity."  
(Speakers limited to five minutes)  
"How Market Development Funds should be  
used to Produce Greatest Results."

For the Retail Agency House,  
Mr. E. H. Smith, Harrison Nursery Company,  
York, Nebraska.

Mr. Fred Burke, Graham Nursery Company,  
Rochester, New York.

For the Retail Mail Order Catalog House,  
Mr. Henry T. Moon, Morrisville, Pa.  
Mr. Paul Stark, Louisiana, Mo.  
Mr. F. L. Atkins, Rutherford, N. J.

For the Whole Nursery Fraternity,  
Mr. E. E. May, Shenandoah, Iowa.  
Mr. William Pitkin, Rochester, N. Y.

(Discussion from the floor, each speaker limited to  
three minutes.)

\*Final resolution and vote on this question Thursday  
afternoon.

Note:—The objective of this discussion is a plan for pub-  
licity the coming year, the kind we want, the date  
it should be started, how it should be signed—  
"Authorized by American Association of Nur-  
serymen" or "Published by the American Associa-  
tion of Nurserymen" or how?—the approximate  
amount of cash we should spend on it, all with  
the idea in mind of passing a Resolution covering,  
so far as practicable, these details as a guide for  
the Market Development Committee.

## THURSDAY MORNING—10 O'CLOCK: EXECUTIVE SESSION

Voting members only

Discussion: "The Trade-Mark" (Trustworthy Trees and  
Plants)

Is it practicable as an Association emblem? Just  
what is a member's moral and legal liability un-  
der it? Should the Trade-Mark be viewed from a  
new angle since the Association has been incor-  
porated? Is it desirable or possible to restrict  
the use of the Trade-Mark? Should it be fea-  
tured in our publicity work? Would a slogan on  
the order of that used by the Florists' Association  
be a better vehicle for publicity? Who has a "slo-  
gan" in his system, and what is it? Shall the  
Trade-Mark be continued or dropped?

Speakers limited to five minutes

Discussion led by

Against the Trade-Mark:

Mr. C. W. Carman, Lawrence, Kansas.

Mr. C. H. Perkins, Newark, N. Y.

Mr. John H. Dayton, Painesville, Ohio.

For the Trade-Mark:

Mr. Earl Ferris, Hampton, Iowa.

Mr. Robert Pyle, West Grove, Pa.

Mr. J. R. Mayhew, Waxahachie, Texas.

\*Subject to change depending on progress made and  
the desire of the Convention.

Discussion from the floor (time limit three minutes)

\*Final resolution and vote Thursday afternoon.

Discussion: "The Office of Executive Secretary."

Discussion, comments and suggestions from the  
floor.

Speakers limited to five minutes.

\*Final Resolution and vote at the afternoon session.

Discussion: "The Office of Traffic Manager."

Discussion, comments and suggestions from the floor.

Speakers limited to five minutes.

\*Final resolution and vote at the afternoon session.

## THURSDAY AFTERNOON—2 O'CLOCK: EXECUTIVE SESSION

Voting members only

Discussion: "Dues"

Is any change in present schedule of dues de-  
sired? Since our last meeting the Association has  
been incorporated; are the members to hold shares,  
how are they to be apportioned and will the num-  
ber of shares held by a member determine the  
amount of his annual dues? What shall the annual  
dues be and how paid—Annually? Semi-annually?  
Is Article 7 of our Constitution indefinite as to  
just when membership ceases for non-payment of  
dues? If so, how should it be amended?

Discussion led by E. M. Sherman, Charles City, Iowa.

C. R. Burr, Manchester, Conn.

J. W. Hill, Des Moines, Iowa.

Time limit five minutes.

Discussion, comments and suggestions from the  
floor.

Speakers limited to three minutes.

\*Resolution and final vote at this session.

Report of Vigilance Committee:

Paul C. Lindley, Chairman, Pomona, N. C.

RESOLUTIONS: The Resolutions and final vote in settle-  
ment of the discussions will be called in the fol-  
lowing order unless previously disposed of.

First on The Trade-mark.

Second on Market Development Publicity.

Third on Executive Secretary's Office.

Fourth on Traffic Manager.

Fifth on Dues.

\*Subject to change depending on progress made and the  
desire of the convention.

## OPEN SESSION

Report of Legislative and Tariff Committee.

Charles H. Perkins, Chairman.

Report of Arbitration Committee.

George A. Marshall, Chairman.

Report of Committee on Standard Trade Practice.

Harlan P. Kelsey, Chairman.

Report of Nomenclature Committee.

Harlan P. Kelsey, Chairman.



Report of Committee on Relations with Landscape Architects, Thomas B. Meehan, Chairman.

Report of Committee on Courses in Nursery Training in Agricultural Colleges, Alvin E. Nelson, Chairman.

Report of Advisory Committee, Cooperating with United States Department of Agriculture, J. H. Skinner, Chairman.

State Vice-Presidents will meet this evening (Thursday) at eight P. M.

#### FRIDAY MORNING—10 O'CLOCK—OPEN SESSION

New business—Short, snappy, one or two minute talks on conditions, out-look, shortage and surplus from all sections of the country. The chair will call for these reports. Be prepared.

New business.

Report of State Vice-Presidents.

Election of Officers.

Selection of next place of meeting.

Unfinished business.

Song "America."

My country! 'tis of thee  
Sweet land of liberty,  
Of thee I sing;  
Land where my fathers died;  
Land of the Pilgrims' pride;  
From every mountain side,  
Let freedom ring!

Adjournment.

#### LET US HAVE SAFE AND SANE METHODS

*By Walter F. Webb, Cutler Bldg., Rochester, N. Y.*

Having read all the leading trade papers in the Nursery business from cover to cover the past year, I thought perhaps a few words from one who is not a member of the American Association might be of interest.

For the present officers and executive committee of the American Association, I have the highest respect, and I hope they may be guided by good judgment at the June meeting. I recognize the right of every man to his own opinion and try always to respect it. I also realize that the opinions of men are often swayed by propaganda. Many good men have been swayed back and forth by the outpourings of gas and hot air that have emanated from our Capitol City during the past four years and it has been a relief to everybody since it has died down. Many of us remember the 16 to one issue and other propaganda of a similar nature in more recent years.

We seem to be passing through a period when people jump at all kinds of ism's and purifying schemes and most any one who has good uplift ideas can get a respectable following. I had a good time at the Detroit convention but I told some of my friends that the propaganda that was started there would cause dissensions, and it has. The Market Development scheme as started was unworkable and it has so proven. Any really expert advertising man would have condemned it at the start, as enough money could not be raised among the

nurserymen of the country to even cause a ripple on the public mind large enough to cause any dollars to eventually roll into the nurserymen's pocket. It was condemned at the start by most of our leading nurserymen and it is really surprising that the rank and file did not propose ere this to give it a decent burial and forget it.

But the really brilliant idea that is entitled to the cake and should be classed with the League of Nations, Super-State, etc., was Trustworthy Trees and Plants. The brains that conceived this brilliant scheme are entitled to a medal. They are good fellows and I hope I am on friendly terms with all of them, but I am really sorry it has proven such a boomerang. Was it not clever? Just print that little picture on all of our literature, tell the good people where to buy their trees and plants, advertise it, only buy from a member who dispensed Trustworthy Trees and Plants, and in a short time everything would be heavenly in the nursery business.

But how has it worked? A few firms, members of the Association, are using it. A lot of others are not, and firms who are not members of any association have the cut on their stationery. What are you going to do about it? How is the poor misguided public to know that the firm who is using this label is a member of the American Association in good standing and has paid his dues?

Pardon the mention of a personal experience. I buy all my stock and I am getting to use a considerable quantity. Every single instance where I have received junk stock, stock improperly graded, not graded at all, or shipped a month late, poorly packed, has been from a firm using on their stationery Trustworthy Trees and Plants. Rather queer is it not? Perhaps it just happened so to be, but I feel that this label has opened the way for all kinds of disreputable practices. Firms who found it hard to sell their stock can now gull the public to their hearts content, and they are doing it.

Down here in New York State it is hard to find a firm who will stick by the Association if it does not sweep away these foggy notions and get down to a safe and sane basis. It has been just twenty years since I attended my first Nurserymen's Convention and looking back over these years, I long for the time when the members met for a good visit, heard the reports of the Transportation and Legislative committees, a few good speeches for "the good of the order" and went back home contented and satisfied. There is no real need for anything more at this time. The real power of the Association as I see it is looking after legislation and transportation.

Members should not be taken in the Association until their business ethics are known to be above reproach, and those in the Association who adopt unfair practices should be dropped out quietly and without any fuss. I have felt from the start there never was any real need for these schemes at all. I made these statements at the Detroit convention to my friends and at later conventions, and I have never heard or read any convincing arguments since that would cause me to change my mind.

Our business is a noble and inspiring one, worthy of the best efforts of any intelligent man. It has never been, in my opinion, as crooked as some people try to make out. It never needed any "purifying" as some people think.



It is true, it has been peculiarly susceptible to the evil tendencies of men, and where is there a business that has not been to some extent. Take any line you will, and particularly during the past few years, shoddy has been worked on to the public in every conceivable way. In everything we wear or use it has been very hard to get real stuff no matter what you paid. There are members of the association who have cleaned up their nurseries of all the old junk that has accumulated for years, and there are others who have not attempted to work the junk off on the public but have burned it as usual, and their conscience is clear.

There is no better time than the next meeting to get back on a workable basis. Cast off the impracticable schemes that have been found not to work to the advantage of the membership, and that have been condemned by our leaders of the past. Do not feel bad about it, for after you get your system cleaned out, you will be better prepared than ever to join in the great prosperity which is sure to come when our great industries get moving again.

It is my opinion that if you do not do this you will soon have an association that does not represent over 25% of the real nursery business of America, and out of the ashes will arise a new body of men, who will progress along workable lines and instead of a membership of two or three hundred you will have two or three thousand.

When the American Association gets on a sane and safe basis they can have my cheek for a year's dues in advance if I prove good enough to qualify and I know a good bunch of former members who feel as I do about it. We are simply sitting by and watching the pot boil. We hope the Powers that be, will lay all useless propaganda on the table, and adopt a basis that will interest all branches of our great business, so that harmony will prevail as in the past.

#### MR. E. S. WELCH STATES HIS POSITION

May 17, 1921.

Editor, The National Nurseryman,  
Flourtown, Pennsylvania.

Dear Sir:—

In the March issue of the American Nurseryman, I notice that our firm was listed as one of nineteen other good firms opposed to the policy adopted by the Association at the Chicago convention last June. On account of my being a member of the Executive Committee, I have thought that I should explain my position.

Personally, I am proud of being classed with such able men in the nursery fraternity as J. H. Dayton and William Pitkin.

There was a decided difference of opinion among the members of the Market Development Committee regarding the advisability of the first advertising plan proposed by Mr. Pyle, Chairman of the Market Development Committee. The Committee was about equally divided. As a member of the Executive Committee, I opposed the plan which was to advertise the trade mark and a pamphlet entitled "Looking Both Ways," written by Mr. Watson advertising the American Association. My idea was this appropriation should be spent for creating a

market for nursery stock, and that the trade mark should at least be a secondary matter.

After strenuous efforts on the part of some of the members of the Market Development Committee and several of the officers that were opposed to the first plan, a revised plan which was approved I think, by all the members of the Market Development Committee was proposed by Mr. Pyle which I understand was used in the campaign, although I have not seen any of the papers in which the ads. were published. One of these ads. was entitled "Plant More Fruit," advertising a fruit book, and the other "Your Home Grounds," advertising a book giving information for ornamental planting. The trade mark was used in these ads., but given a secondary place. While I do not pretend to know much about advertising, I think the revised plan was a far better manner in which to spend the advertising appropriation.

It was getting so late when the revised plan of the Market Development Committee was finally agreed upon, that nearly all the members of the American Association, thirty-two I think, that were present at the Kansas City meeting, signed a telegram to Mr. Pyle, recommending that no paid advertising be done this year, but that the money be held for next year's campaign, beginning earlier in the year. The agency firms especially thought by the time the advertising would reach the public their selling campaign would be practically over so they would get but little benefit out of it. I signed this telegram, and still think this would have been the wisest course to have followed.

Mr. Pyle apparently assumes because the vote for the revised scale of dues recommended by the Executive Committee and adopted at the Chicago convention was 92 to 6, that this was definite and positive instructions for the Market Development Committee to advertise the trade mark only in the market development campaign.

The press articles written by Messrs. Rockwell and Farrington were, in my judgment, far more effective for increasing business than the paid space, yet but little attention was paid to this feature until urged strongly by President Stark and the Executive Committee.

Our firm has been consistently in favor of market development publicity, and was one of the original subscribers to the market development fund. My idea has been that the market development advertising should be carried out in such manner as to create new business rather than to simply advertise the American Association.

Many of the members in the American Association are boosting strong for the trade mark, but it seems to me it will prove a detriment because I cannot see any possible way for the Association to control it. We have no standardization of grades, prices or methods of doing business, and anyone who purchases trees from a member of the Association, whether a department store, jobber, local nurseryman or florist, can advertise that he is handling trustworthy trees and plants. There has already been more or less of this advertising done.

The idea originally was to have a slogan which I think would be much better than the trade mark. A good many firms have trade marks of their own and have spent thousands of dollars advertising it, and we could not expect them to discard it and take up an Association trade mark. By using the Association trade mark they would be placed on the same level with anyone that becomes a



member, or anyone that buys trees from a member of the Association.

Can anyone tell us how the average buyer of nursery stock can determine the difference in value of trade marked, trustworthy trees of the same varieties offered at various prices by various distributors in the same locality?

In conclusion, I wish to say that I know there are many substantial firms, some of them that have been members of the Association almost since it was founded, that are not in accord with the trade mark idea and the handling of the market development advertising, and the position of some of the leaders of the Association as outlined in the March issue of the American Nurseryman, and unless a more harmonious policy can be agreed upon at the coming convention, there will be a serious loss in membership, and of members that we cannot well afford to lose.

There should be some middle ground that we could unite on, and have a more harmonious and effective organization.

Yours truly,

E. S. WELCH.

#### DOWNING'S "LANDSCAPE GARDENING"

Frank A. Waugh, M. Sc., has revised Andrew Jackson Downing's famous work on Landscape Gardening and added to it many of the Rural Essays by the father of landscape gardening in America.

One could hardly expect anything else than "super-excellence" with the well known authority on landscape gardening, Prof. Waugh editing Downing's works.

The book is quite a relief from the frothy writings that are so freely published at the present time on the subject of gardening.

The information is basic and breathes love of the profession in every page.

For the use of the nurseryman it should be a source of inspiration that would be invaluable.

It is a handsome piece of the printer's craft. Price \$6.00. Published by John Wiley & Sons, Inc., 432 Fourth ave., New York.

On another page by the kind permission of the publisher and author we are publishing chapter 36, "How to popularize the taste for gardening," a subject of general interest to nurserymen at the present time.

#### MR. DYKHUIS UP IN THE AIR

I have been staying in New York these last days, and have seen a good deal of that wonderful city. Wednesday I was the guest of the Netherlands Aircraft Association, who have their offices on 286 5th avenue. They took me up in their airship and I had a wonderful fly over Long Island and Long Island Sound. The trip lasted fully 20 minutes and in that time I saw more of America than I could have in days otherwise. The sensation was glorious and I can recommend you to make a trip yourself.

Yours very truly,

J. DYKHUIS,

Care Messrs. Maltus & Ware,  
116 Broad St., New York, N. Y.

#### GRAFTING COLORADO BLUE SPRUCE

At a meeting of the Illinois Nurserymen's Convention at Chicago, a couple of years ago, in discussing pro and con the merits of Quarantine No. 37, a gentleman got up and said it would work a hardship and be a source of a great loss to the nursery trade, if it was adopted, without modification, that we did not have any propagators with the skill, knowledge, or ability, to propagate a great many of the ornamentals that are almost a necessity to the better class of landscape planting. I resented that statement, as I thought it to be an insult to the Yankee nurserymen, and said that I believed that we had as intelligent, and the making of as good propagators (probably no better) as can be found anywhere. All we need is the occasion and the opportunity and of course the compensation which we did not have as long as we had to compete with cheap foreign labor.

I wish to report that I believe I can verify that statement. I have been grafting Koster's spruce (and if we can grow Koster's we can grow anything). This is now the third year. The first year I succeeded in getting about 50% to grow. Last year I had about 60%, but owing to a hitch in getting the understocks did not have enough to make a very satisfactory experiment. This year I am able to report a little better than 95% growing at this time.

I am not writing this to boast. Anyone knows, that knows anything about the propagating business how silly that would be as next year I am liable to not get any.

Neither have I any to sell. But am writing to learn if anyone else is having success growing them and to encourage probably some who are having poor success. "What man has done, man can do."

I am still of the opinion that we can grow anything we need in this country, and have the men to do it if we try.

Respectfully,

THOMAS A. MCBETH, Springfield, Ohio.

When does the right to use the "Trustworthy" trademark cease?

One very prominent concern is using it and the information is that they have not paid their dues for the current year.

Another prominent concern which is using it is credited with having paid \$5 dues for the current year.

Is this according to the rules and regulations of "uplift, reform and vigilance?"

INQUIRER.

#### FRUIT STOCKS

Reports from the middle West indicate the late frosts seriously affected the fruit stocks. Prospects of both one year peach and June buds are materially changed, instead of a surplus as expected there will be a shortage.

Plum on peach were also affected and many of the one year apple had to be cut back, so they will be one year instead of two.

It looks as if last year's prices are likely to prevail or at least as if there would not be much reduction.





*A. B. Morse Company*

*Producers of  
Illustrated Catalogues  
for Seedsmen  
Nurserymen &  
Florists ~ ~ ~*

*St. Joseph, Michigan*



# Mount Arbor Nurseries

For thirty years Mount Arbor Nurseries have been famous for the production and distribution of high grade nursery stock. We specialize in carrying a complete line of nursery stock for the Wholesale Trade.

We endeavor to carry such an assortment of stock as will enable our customers to secure their complete list of wants. This permits shipping in car lots in many cases, where otherwise if they were obliged to purchase from many sources they would have the added expense of boxing, local freight or express. Owing to the increased rates this is an important item to consider in buying.

For Fall, 1921, and Spring, 1922, we wish to invite special attention to the following that we are growing in quantity:

## Fruit Trees

Apple, Cherry, Pear, Plum, Peach, Apricots.  
Good list of varieties.

## Small Fruits

Gooseberries, Currants, Grapes, Blackberries, of the best varieties.

## Shade or Ornamental Trees

Ash. Fraxinus Lanceolata.

Catalpa. Bungei and Speciosa.

Elm. American White, in car lots, all sizes.

Hackberry, Honey Locust, Pyramidal, and Weir's Cut Leaved Silver Maple.

Maple. Hard or Sugar. Several cars of large sizes 2 to 4 inches. These trees were transplanted in 6 to 8 and 8 to 10 feet sizes, and are exceptionally well rooted and well branched.

Maple. Silver Leaved, in car lots. Plenty of large sizes.

Mountain Ash. European, Oak Leaved, and Weeping.

Oak. Red. Some fine trees in large sizes, 2 to 4 inches.

Poplar. Bolleana, Balm of Gilead, Norway, Carolina, Canadian, Lombardy, and Silver Leaved.

Russian Olive. Good assortment of sizes.

Willow. Laurel Leaved, Niobe, and Wisconsin Weeping.

## Ornamental Shrubs

Altheas. Good assortment. Bush and Tree Form.

Barberry. Thunbergi, Buckthorn, Buddleia, Caragana Arborescens.

Cornus. Siberica, Stolonifera, Elegantissima, Lutea or Golden Barked.

Deutzia. Crenata, Candidissima, Gracilis, Lemoine, Pride of Rochester.

Elder. Golden, Fern Leaved, Canadensis.

Forsythia. Intermedia, Fortunei, Suspensa, Viridissima.

Honeysuckle. Morrow's, Tartarian Pink, Red, and White.

Hydrangea. Paniculata Grandiflora, Arbor-escens Grandiflora.

Lilac. Persian Purple, White, and good assortment of best named varieties.



Spirea Van Houttei.



Catalpa Bungei.

Privet. Amoor River North, Ibota, California.

Spirea. Van Houtte in large quantity. Fifteen of the other most popular varieties in good supply.

Sumach. Aromatica, Coppalina, Fern Leaved, and Glabra.

Syringa. Aurea, Coronarius, Grandiflorus, Lemoine.

Tamarix. Good assortment of best varieties.

Viburnum. Opulus, Sterilis, Plicatum, Lantana, Dentatum.

Weigela. Rosea, Eva Rathke, Candida, Floribunda, Variegated.

## Vines

Ampelopsis Englemanni, Quinquefolia, Veitchii; Bignonia Radicans; Celastrus Scandens; Matrimony; Clematis, Large Flowering, Paniculata; Honeysuckle, Halliana, Scarlet, and Yellow Trumpet; Wistaria, Purple and White.

## Evergreens

Black Hills and Norway Spruce. A fine lot of these in 3 to 4, 2 to 3 feet, and 18 to 24 inches.

We advise balling the 3 to 4 and 2 to 3 feet sizes.

You will be pleased with the way we ball and pack them.

## Forest Tree Seedlings

Ash. A two year block that will make plenty of the large sizes.

Catalpa Speciosa; Elm, American White; Locust, Black and Honey; Mulberry, Russian; Osage Orange, Russian Olive, Black Walnut.

## Fruit Tree Stocks

American Grown, Apple and Japan Pear.

French Grown. Apple, Mahaleb, Mazzard, Myrobolan, Pear, Quince.

Rose Stocks. Manetti, and Multiflora.

Can offer the French Stocks for direct shipment from France or from Shenandoah.

California Peach Pits.

Shipping: We have our own side track and one of the best equipped plants in the United States for storage and packing. We are able to make up car lots for distribution from many points.

A full line of nurserymen's supplies.

# MOUNT ARBOR NURSERIES

E. S. WELCH, President

E. E. MAY, Vice-President

R. M. GWYNN, Secretary

F. W. WELCH, Superintendent

136 Center Street

SHENANDOAH, IOWA



# GRAPE VINES



Concords  
A Specialty

---

Well Grown

Well Graded

---

Grown in Ideal  
Soil

Represented at the Convention by  
W. S. Hallman, A. M. Hallman  
and Geo. Friday. Badge No. 375

W. S. HALLMAN & CO.

COLOMA, MICHIGAN





WHEN you see a store where more people go to buy than at any other store in town, where the old customers stick and new ones keep coming, it will pay you to get acquainted with the boss of that store. As Mr. Post said, "There's a Reason."

We printed our first nursery catalogue about twenty-seven years ago for Mr. C. E. Whitten, of Bridgman, Michigan.

From that time to this, as Mr. Kipling remarked, "is a far cry" but last year we printed and shipped catalogues into thirty states, and Mr. Whitten's was among the lot.

The store that has and keeps the business usually has the goods. We believe we have held Mr. Whitten's business all these years because we have deserved it. For the same reason we are holding the business of a great many other firms and adding new ones every year. We believe the old customers are staying with us, and the new ones are coming because it pays them in good American dollars.

We do not want all the business, we want our competitors who are qualified to make good, business-getting catalogues, to prosper. God bless them, we love them.

But we want a few more catalogues to make in our splendid modern plant. We have here a combination of facilities and advantages that cannot be duplicated in the United States. Let us tell you about it.

**A. B. MORSE COMPANY**

ST. JOSEPH, MICHIGAN



# Princeton Products are Ornamental



Trees, Shrubs and Evergreens  
of high grade  
for the wholesale trade

## Princeton Nurseries

Princeton in New Jersey

June, 1921.

### Mr. Nurseryman:

Your trees and roses are no better than the stock you grow them on. We know we are offering the best to be had in imported Fruit and Rose stock for spring 1922 planting. Our growers are the best in France, and for December 1921 and January 1922 delivery we offer:

Pear Seedlings Transplanted  
Apple Seedlings Transplanted  
Apple Seedlings Sown  
Myroblan Plum Seedlings, Transplanted  
Mahaleb Cherry Seedlings, Transplanted  
Quince Cuttings, rooted  
Manetti Rose Stock

Our enormous production enables us to make attractive prices. We invite correspondence and will give you the best of service. We guarantee satisfaction, and as low a freight rate as can be had from Angers, France.

## C. R. BURR & COMPANY

MANCHESTER, CONN.

## Are You Troubled

with lost or "astray" shipments of nursery stock, to say nothing of other difficulties experienced through the use of "cheap" tags?

Get rid of your shipping troubles, just "put it up to Denney" to make 'em right.

**"Denney Tags get there with the goods"**

Tags for every need of the nurseryman and a reputation for giving you "what you want when you want it." Write us about it TO-DAY.

**Rawhide Shipping Tags and Tree Labels.**

## The Denney Tag Co.

West Chester, Pennsylvania

## When You Want Seeds...

It's a mighty good idea to get in touch with "LANE" at **Dresher, Pa.** He has a most complete assortment of Deciduous and Evergreen Tree and Shrub Seeds, Also Fruit Seeds to offer. Send for his Catalog.

## Vincennes Nurseries

W. C. Reed & Son, Prop., Vincennes, Ind.

We are pleased to offer the following for Fall 1921.

Cherry, One Year,  $\frac{11}{16}$  up.  
Cherry, One Year,  $\frac{7}{16}$  to  $\frac{9}{16}$ .  
Cherry, One Year,  $\frac{9}{16}$  to  $\frac{11}{16}$ .  
Sweet Cherry, One Year, 5 to 7 feet.  
Sweet Cherry, One Year, 4 to 5 feet.  
Sweet Cherry, One Year, 3 to 4 feet.  
Japan Plum, One Year, all grades in Plum and Peach Roots.  
European Plum, One Year, on Plum Roots.  
Hansen Hybrid Plum, One Year, on Americana Roots.  
Apricots, One Year, all grades.  
Peach, One Year, leading varieties.  
Pear Std., One and Two Year, all grades, mostly Keiffer and Garber.  
Apple, 2 Year, also One Year Cut Backs, leading kinds.  
We have no 2 year Cherry to offer but our One Year promise to be extra fine and will certainly please your Trade.



# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902

Published monthly by

THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor .....ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance .....\$1.50  
Foreign Subscriptions, in advance .....\$2.00  
Six Months .....\$1.00

Advertising rates will be sent upon application. Advertisements  
should reach this office by the 20th of the month previous to the  
date of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by  
the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Flourtown, Pa., and should be mailed to arrive  
not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at  
Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., June 1921



All who have been reading the  
**THE CONVENTION** nursery trade papers, know that  
the members of the American As-  
sociation, which is to hold its convention in Chicago,  
June 22, 23, 24, are divided as to their endorsement of  
the present policy of the Association.

At the Convention held in Detroit in 1915 the Associa-  
tion was reorganized for the purpose of making it more  
progressive and aggressive in its work for the better-  
ment of the nursery trade.

It appointed an Executive Secretary working under  
an Executive Committee to carry out the resolutions of  
the Association, a Vigilance Committee to investigate and  
report on unethical practices of members; adopted a  
trade mark to identify those nurserymen who belonged to  
the Association; changed the constitution to raise the  
standard of membership and to assess necessary dues to  
carry out its plans; assumed the obligations of the Mar-  
ket Development Movement; Planned a publicity cam-  
paign and much constructive work, the object of which  
is very generally endorsed by all.

As might be expected, the carrying out of such policies  
has presented problems which will require the utmost  
tact to make them workable in an association of nur-  
serymen with such diversified interests. Many members  
cannot reconcile their business interests to the new order  
of things. It seems only reasonable that some effort  
should be made to readjust policies to the end that those  
interested can still continue their membership in the As-  
sociation.

Mistakes have been made which it has taken time to  
prove them such.

The coming Convention will be one of far reaching  
influence. It will be one of adjustment and reconstruc-  
tion to keep the Association together so it will be a body  
representing all the best aims of the American Nursery-  
men.

The chief objections to the present program or policy  
may be said to be in connection with the trade mark, the  
annual dues, and the publicity campaign, and the ex-  
pense of the Executive office.

Taking these in the order named. The objections to  
the trade mark—Trustworthy Trees and Plants—One  
nurseryman has it—it announces that all members of the  
American Association of Nurserymen are trustworthy,  
(which they are not) and at the same time intimates that  
all other nurserymen are untrustworthy, which is un-  
true. Its use is negative salesmanship of the worst kind.

It is of value to the small untried nurseryman who can  
use it to bolster up an unearned reputation for trust-  
worthiness but is of no value to a firm that has already  
spent thousands of dollars to build up their own reputa-  
tion and trademark and who would rather resign their  
membership in the Association than be responsible for  
any but their own stock.

It is claimed instead of protecting the public in the  
purchase of nursery stock, it will be used as a cloak for  
the unscrupulous tree dealer to dispose of untrustworthy  
stock.

What is felt to be really needed by the trade and the  
Association is more of a slogan that will encourage  
planting rather than something which can be used to  
bolster up the character of a few nurserymen, dealers or  
tree agents of perhaps doubtful reputation.

Such a one as is used by the New Haven Nurseries on  
the cover of their catalogue.

"An America Fruitful and Beautiful."

or

"We make the Desert Smile." or some such slogan that  
would encourage planting.

Much dissatisfaction has been expressed by the scale  
of dues and the manner of assessment under Article 7 of  
the constitution; The annual membership fees for active  
members are based on the annual gross volume of the  
business, and as one of the members has figured it out,  
it works as follows:—

There are 264 paid members, of these 129 paid \$50.00  
and 44 paid \$75.00, making a total of 173 paying  
\$9730.00.

The balance of members numbering 88 paid \$18.-  
170.00 giving those who paid \$75.00 or less the majority  
vote.

Giving those doing a small business control of the af-  
fairs of the Association, a condition which those paying  
the major portion naturally do not approve.

The publicity campaign has met with much criticism  
because the present policy was to advertise the trademark  
of the Association so as to insure members who furnished  
the funds should receive the greater benefit from the  
campaign, unfortunately for this policy some of the large  
concerns which furnished the major portion of the funds  
do not endorse the trade mark, for the reasons given  
above; but they are mostly in favor of Market Develop-



## ANNOUNCEMENT OF

# Appointment of Keystone State Nurseries, Beaver Falls, Pa., as exclusive agents in the United States for, Jan. G. Kloosterhuis, Pomona Nurseries, Gasselte, Holland.

We are pleased to inform the Growers of Nursery Stock, that we have accepted the agency for the sale of goods grown by the above firm, which is one of the leading and largest growers in Holland. This firm owns land of the best character for the production of quality stocks.

We are offering a complete assortment of seedlings and cuttings of the following:—

**APPLE**—including Doucin and Paradise.

**PEARS**—

**CHERRY**—Mahaleb and Mazzard.

**PLUM**—Myrobolan, Marianne and St. Julian.

**QUINCE**—

**ROSA CANINA**—

The market being unsettled, we have not issued a price list, but will give you attractive prices if you will submit your list of requirements.

It will pay you doubly to deal with us—get stock of the finest quality—save money.

### KEYSTONE STATE NURSERIES, Beaver Falls, Pa.

ESTABLISHED 1866

## NAPERVILLE NURSERIES

—Growers of—

Trees, Evergreens, Shrubs, Perennials, etc.

### Lining Out Stock

### NAPERVILLE, ILL.

TELEPHONE, NAPERVILLE No. 1.

## RICE BROTHERS CO. Geneva, N. Y.

A	Fruit trees	
General	on	Ornamental trees
Surplus		Shrubs and Roses

Write for prices.

## ROSES

Budded Stock Only  
H. P. Field Grown  
Trade Wants Solicited  
Carol Plantation Nurseries - Theodore, Ala.

### FRUIT TREE STOCKS

APPLE SEEDLINGS

PEAR SEEDLINGS

MAHALEB SEEDLINGS

MYROBOLAN SEEDLINGS

QUINCE SEEDLINGS

MAZZARD SEEDLINGS

ROSE STOCKS

CANINA

MANETTI

DOG BRIAR

ROSA RUGOSA

Rhododendrons ponticum—Azalea pontica

in addition—The usual general Nursery stock

New and rare Trees

For all informations and prices, please write to:

MR. H. G. BENCKHUYSEN, Care Maltus & Ware,  
116 Broad Street, New York City, N. Y.

who will visit the United States during May, June and July.

**H. DEN OUDEN & SON,**  
The Old Farm Nurseries      Boskoop, Holland

## J. BLAAUW & CO.

### The Wholesale Nurseries, Boskoop, Holland

(Cable address: Blaauw, Boskoop)

Special offer to the trade for Fall 1921 delivery.

FRUITSTOCKS:—Apple, Pear, Plum, Mahaleb, Quince, etc.

ROSESTOCKS:—Manetti, canina (briar), rubiginosa  
(sweet briar), Laxa, Rugosa, etc.

Our Mr. John Radder will visit the United States and Canada during June and July, prices on application, mail address during that time care

**MALTUS & WARE**

116 Broad Street - New York City

## DO NOT FORGET!!!

# RAFFIA

Budding season will soon be here. Order your supply of RAFFIA now. Have it on hand when you need it. Standard Brands:—RED STAR, X. X. SUPERIOR, A. A. WESTCOAST. Write for prices.

**THOMAS B. MEEHAN CO., Dresher, Penna.**



ment in its broader aspects but think this can best be brought about by a publicity that encourages planting rather than one which advertises the trustworthiness of the members of the American Association.

An analysis of the whole situation will reveal there is no real difference in the ideals and aims of the different members it is only in the methods by which progress and betterment of the trade is to be brought about.

A stalemate is not progressive.

A division of forces as would occur should a considerable number withdraw from the Association would weaken the power for good.

It is earnestly hoped that the leaders will get together and adjust the differences and that every nurseryman attending the Convention will go there with the one object of bringing about cooperation for the upbuilding of the American Association for the betterment of the trade.

### QUESTION AND ANSWER COLUMN

One of our readers has suggested a question and answer column.

We shall be only too glad to feature this idea and supply all the space necessary.

Send in your questions. If we cannot answer them ourselves, we will at least publish them and give the opportunity to our numerous readers to give brother nurserymen the benefit of their knowledge and experience.

Knowledge is the one thing you can give away without being any the poorer.

### PAYMENT OF LAST YEAR'S DUES KEEP MEMBERS IN GOOD STANDING UNTIL CLOSE OF CONVENTION

The Executive Committee has definitely decided by vote that all members of the American Association of Nurserymen who paid their dues last year are entitled to participate in and vote at the Convention.

This decision is subsequent and corrects the statement in the circular, announcing the 46th Annual Convention, that dues are to be paid prior to the 1921 Convention to hold members in good standing and entitle them to vote.

### DOES THE A. A. OF N. ENDORSE INCORPORATION?

I believe it is within the province of the Executive Committee to manage the Association affairs between the annual meetings, but that does not warrant it in ignoring any explicit instructions given it at any annual meeting.

At the 1920 convention we adopted a resolution instructing the Executive Committee to investigate the advisability of Association incorporation and if it found a feasible plan to print and distribute a proposition covering a plan of incorporation prior to the 1921 convention so that members might then discuss and vote upon the plan intelligently. I am informed that the Association has been incorporated although no plan or proposition has been printed and distributed among the members so that "they might discuss and act on it intelligently at the next convention." There were evidently various opinions on this incorporation matter and I cannot understand why it has been completed in view of the plain instructions of that resolution.

CONSTITUTION.

### WILLIAM PITKIN REPLIES TO J. R. MAYHEW

Rochester, N. Y., May 23, 1921.

Editor, National Nurseryman:

Mr. Mayhew says in his article in your May number that his only excuse for a reappearance is my communication in your April issue.

That seems to warrant me in saying that the main purpose of my article was to bring out if possible a definite statement of results secured by the present policies of the A. A. of N., something definite, tangible—not generalities, not what Mr. Mayhew terms "buncombe"—something that we could stick a pin in and say: "This has been accomplished."

I have carefully read Mr. Mayhew's article and the only thing that I can find that approaches a statement of results accomplished is his belief that the "good-will of the public, an intangible asset" has been secured. Many of us believe, and with equally good reason, that any benefit of that character has been more than offset by the publicity given to the sins and frailties of the trade.

Mr. Mayhew thinks that if Article IX has been honestly lived up to that much has been accomplished. But has it? I don't know whether any applications for membership have been turned down on account of Article IX; but what has been done with those already behind the "sign above the door?" What house-cleaning has been done? Have we done anything more than to stir up the dust? What has been done to make the trademark mean something real to the public?

A careful reading of the Constitution and By-laws discloses that the method for house-cleaning is provided only in Article IX of the constitution, to which such frequent reference has been made. Now, if any "honest-to-goodness" house-cleaning is to be done it can only be done legally under the provisions of that Article and that Article provides that "if unethical transactions are brought to the attention of the Executive Committee, that committee shall immediately make such investigation as will develop all facts in the case and bring their report before the next annual meeting of the Association. If it is proven that such dealings violated established ethical relations, members shall be expelled by a majority vote of the members present provided such members shall have the right to be heard in his own behalf before such action is taken." Since Article IX was adopted has any unethical matter been investigated by the Executive Committee and reported to the Association for its consideration? Has any accused member been accorded a hearing to which he was entitled? Has any unethical member been expelled by a majority vote of members present? The answer must be No. Then, what real house-cleaning has been done?

I fail to find anything in the constitution and by-laws which provides for a Vigilance Committee or gives such committee power to investigate and discipline, nor can anything be found authorizing the Executive Committee to delegate its authority in this particular. The Executive Committee cannot relieve itself of this burden and



## Fruit Tree

Apple, Pear, Mahaleb, Mazzard  
Cherry, Myrobolan, Mariana  
Plum, Quince, Walnut, etc.

## and Rose

Manetti, Grifferaie, Dog-rose,  
Polyantha (multiflora), laxa,  
Sweet Briar, Rugosa, etc.

# STOCKS

The price list concerning these articles has been distributed to our usual buyers. If you are not a customer of ours, ask for a copy of our list.

## BARBIER & CO.

Nurserymen, 16 Route d'Olivet,  
Orleans, France.

## Fruit Tree and Rose Stocks

Place your orders with Europe's biggest Stock House.

## FELIX & DYKHUIS

BOSKOOP - HOLLAND

Growers of Fruit tree and Rose stocks of every description.

Also representing:

Messrs. E. Turbat & Cie, Orleans, France.

French Fruit tree and Rose Stocks.

Novelties in Roses, Ornamentals, Herbaceous plants.

Mr. Fratelli Sgaravatti, Saonara, Padova, Italie.

Myrobolan, Cherry, Pear, and Apple stocks.

Greens (Late Hobbies), Dereham, England.

English Manetti.

Please send your orders and inquiries today to:

MR. J. DYKHUIS

CARE MESSRS. MALTUS & WARE

116 Broad Street, New York City.

Mr. Dykhuis will be at the Nurserymen's Convention in Chicago, at the Congress Hotel.



Two Year  
Ibolum Privet

## The Elm City Nursery Co.

### IBOLIUM PRIVET

### The New Hardy Hedge

to be introduced to the public  
this fall for the first time.

### BOX-BARBERRY

now too well known to need  
further description.

We are now ready to quote trade prices to houses who wish to catalog these novelties in their forthcoming issues.

INTRODUCERS

## THE ELM CITY NURSERY CO.

Woodmont Nurseries, Inc.

NEW HAVEN

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PRODUCING and SELLING

## AMUNDSON SPHAGNUM MOSS

is our business. We supply Nurserymen and Florists all over the U. S. with dry, clean, high grade sphagnum moss, direct from the sphagnum bogs of Central Wisconsin.

We sell carlots or less, for

Delivery now or later, at

Prices it will profit you to learn.

Write for full information and quotations.

A. J. Amundson Company

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CITY POINT, WISCONSIN

## CURRENTS

### FAY - WILDER - PERFECTION, 2 yr.

Our plants have been cut back and are making a wonderful growth, already at this date (May 15th.) having made from 8 to 10 inches of new wood.

## Barnes Nursery & Orchard Co.

Wallingford, Conn.

CALIFORNIA PRIVET

BERBERIS THUNBERGI

NORWAY MAPLE

CATALPA BUNGEII

C. A. BENNETT

Robbinsville, N. J.

## For FUMIGATION With HYDROCYANIC ACID GAS

### "CYANEGG"

Sodium Cyanide in egg shape, each egg weighs as near one ounce as possible. Destroys scale insects on Fruit Trees, Nursery Stock, Plants under glass and in Greenhouses.

Manufactured in U. S. A. by

The Roessler & Hasslacher Chemical Co.

709-717 Sixth Avenue

New York, N. Y.



responsibility by "passing the buck." Perhaps the Vigilance Committee might act as the "complaining member" bringing to the notice of the Executive Committee any unethical dealings, but can they go any further? And is not their work likely to be upset if a disciplined member stands for his rights under the constitution and by-laws.

I honor Mr. Mayhew for his belated sympathy for the many who in the old regime paid dues for the benefit of the few, but haven't those dues been steadily advanced by the progressive administration, resulting last year in a minimum rate of \$50; The Old Guard never treated them as rough as that. I notice a change of heart and mind, and a promise that a reduction will be made.

Both Mr. Mayhew and the editor of the AMERICAN NURSERYMAN object to my quotations. They were not all charged to either, but I do know that the terms referred to have been used in editorials and communications and in Mr. Lovejoy's articles, some parts of which were obviously inspired.

I agree with Mr. Mayhew that criticism should be accompanied by constructive suggestions. In my previous article I said and now repeat:

"A condition, not a theory, confronts us. The A. A. N. is composed of many men of many minds, necessarily so because of the many methods of the distribution of our products and the wide range of prices that the consumer is asked to pay. We embrace growers who sell to dealers or consumers, landscape nurserymen, so-called catalog men, agency houses, and many varieties in every class. Their prices can never be harmonized, consequently their interests will be divergent. Why waste time in trying to harmonize such widely separated methods in the hope of bringing about uplift, cooperation, progress and reform? The catalog man does not care about my troubles and I don't worry about his.

"There are a few fundamental points in which every nurseryman in the country is interested; prominently transportation, legislation and tariff. Let us get back to the old days of "the simple life;" confine the activities of the Association to such matters of general interest. Foster and develop the department of transportation and the work of the traffic manager. Legislation and tariff can be handled by committees as they were in the past and as they are being handled today. Only moderate dues will be necessary and every reputable nurseryman in the United States should be eligible for membership and should be brought in. Our membership should be as large as possible in order to back up our committees when they go before Congress. State legislatures and railroad officials, for membership means votes and influence—and votes count in Washington and State Legislatures. Affiliated organizations, wholesalers, retailers, market development subscribers, meeting at the same time and place as the main association can handle their individual problems as they see fit."

Very truly yours,

WILLIAM PITKIN.

## PREMIER STRAWBERRY

E. W. Townsend & Son, strawberry specialists, Salisbury, Md., writes:—We are closing the most prosperous season in our history.

We had a fine fall business, followed by an open winter. Orders came in steady all the winter and spring. We have had most of our old help back this season, and every thing has moved along fine.

1920 was a fine plant growing season for us. We had about 300 acres on our farms and under contract. This gave us an extra large crop to move. Our advertising increased sales 100% and our old customers were hungry for Townsend's high grade plants, we have pretty nearly cleaned up our stock. In fact we have sold twice as much as we had expected to sell this season.

We had planned to have 25 acres of the Premier strawberry to fruit this season. But the demand for plants was so great on this variety, that we have less than four acres left for fruit.

We have carefully examined all varieties of strawberries grown by us for the past three years. And find that the Premier, is the greatest money maker on our list. It is almost frost proof, the heavy frost May 6th. 1920 did not faze the Premier, produced more than 10,000 quarts per acre. We have had two heavy freezes this year since Premier blossomed and we notice now that we never saw a fuller crop of fruit than is on the Premier. While Klondyke, Big Joe and many other standard varieties, are 90% killed. Premier, Ford, and Townsend Big Late, or the three frost proof varieties, ripening in succession. Our Premier is just coming in and selling on our local market for 50c per quart, and on the New York City market for 60c per quart. Looks like \$3000.00 per acre again from the Premier. Our firm have planted 150 acres to Premier this spring. Hope to have at least 75 acres to fruit. Most of our acreage is set to the three kinds listed here. Premier, Ford and Big Late. 80% of our acreage is these three varieties. Strawberries have again led all other crops as money makers and we look for another good plant season.

## FRUIT STOCKS IN FRANCE

Louis LeRoy, Angers, France, writing to August Rolker & Sons, 51 Barclay street, New York, under date of April 19th, on the subject of fruit and rose stocks says:—

"The weather over here has not been very fine up to now. No rain at all since last year, so it is wanted badly. However we are having now some nice showers, but a lot is necessary to do real good. In fact it has been rather cold, frost nearly every night for a long time, so that the prospects for next season are not very fine. The demands will certainly exceed the crop, because different kinds of stock have badly suffered either of the frost or of the drought; however, if the weather is a bit wet now and milder, it may put things right."

Since the above date we learn that conditions have changed for the better.—A. R. & S.



## FRENCH FRUIT TREE and ROSE STOCKS

for propagation

Fall 1921 Delivery

We sell for: LOUIS LEROY NURSERIES, ANGERS  
and NORBERT LEVAVASSEUR & SONS, USSY

Send for prices to

August Rolker & Sons,  
51 BARCLAY STREET, NEW YORK

### Will Contract Peach Trees for Fall 1922

We have several fine blocks of peach seedlings. Will bud in lots of Twenty thousand or more of such varieties as is wanted for reliable nurserymen who are short of seedlings. Write us for prices etc.

**MARBLE CITY NURSERY CO.,**  
Knoxville, Tenn

**CHARLES DETRICHE & SON**  
ANGERS, FRANCE

Growers and Exporters of Fruit Tree Stocks,  
Forest Tree Seedlings, Rose Stocks, Shrubs and  
Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address  
**JACKSON AND PERKINS COMPANY,**  
(Sole Agents)  
NEWARK - - NEW YORK

### Native Broad-leaved EVERGREENS

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous  
Plants of the Blue Ridge Mountains, including: *Kalmias*,  
*Rhododendrons*, *Leiophyllums*, *Andromedas*, *Tsugas*,  
*Azaleas*, *Corylus*, *Oxydendron*, *Zanthorhiza*, *Ampelopsis*,  
*Lonicera*, *Shortia*, *Iris*, *Liliums Stenanthium*.

Approximately 500 species

Collections to Order in Carlots a Specialty  
Correspondence from large planters solicited.  
ASK FOR PRICE LIST

**E. C. ROBBINS, PINEOLA,**  
Avery County North Carolina

### Holland Fruit Trees and Rose Stocks

From

**K. Rosbergen & Son, Nurserymen**  
BOSKOOP, HOLLAND

Apple Seedlings

Pear "

Malus "

Paradise, broad leaved

" yellow Metzer

Quince Seedlings

Mahaleb "

Myroholan "

St. Julian "

Azalea Pontica

Cherry

Prunus Damascens

Rosa Manetti

" Canina

" " Cuttings

" Rubiginosa Sweet Briar

" Laxa

" Rugosa

" " standard for top  
budding

Rhododendron Ponticum

Write for particulars and Wholesale prices to our  
American Representatives.

**CHAS. SCHWAKE & CO., Inc.**  
90 West Broadway, New York, N. Y.

### PURE SPAGNUM MOSS

Direct to consumer at lowest price.  
Thousand acre marsh.

Box 84

Warrens, Wis.

# LABELS FOR NURSERYMEN

**THE BENJAMIN CHASE CO.**  
**DERRY, N. H.**

When writing to Advertisers please mention the National Nurseryman.



## VARIATION IN SEEDLING APPLES

*F. C. Bradford, Missouri Agricultural Experiment Station  
University of Missouri, Columbia, Missouri*

In 1913 and 1914 the Missouri Agricultural Experiment Station established an orchard of seedling apple trees of known parentage, in furtherance of a project in breeding late blossoming varieties. Though a complete report on the main object of this project obviously cannot be written yet, the orchard affords, as a by-product, some interesting differences in growth which should be at least suggestive to nurserymen and to fruit growers.

The orchard contains at present 217 trees. Numerous crosses are represented (sixteen in all) by various numbers of trees, ranging from one each of four crosses to 72 of the most numerous. Perhaps the most obvious peculiarity of the orchard is the unevenness in growth shown by the trees. A close examination, however, reveals some method in this confusion, in that certain combinations show a tendency to produce trees of rather uniform growth while other combinations present an undue number of "runt" trees. The data presented in tabular form, including only the combinations represented by the largest numbers of trees, fall short of presenting the differences as clearly as they meet the eye in the orchard. However, certain points stand out. The most obvious is the smaller growth of trees from crosses that include Geniton. Individual trees of these crosses make

			Average Circumference		
			circum-	Largest	Smallest
Parents	No. of trees	Year planted	ference inches	tree inches	tree inches
Delicious x Daru	28	1913	13.93	17.6	9.4
Delicious x Ingram	72	1913	12.38	16.5	6.6
Daru x Ingram	24	1913	12.48	16.4	1.0
Delicious x Geniton	8	1913	9.25	14.7	2.4
Wolf River x					
Geniton	40	1914	9.31	13.8	3.0
Jonathan x					
Geniton	13	1914	9.27	14.3	4.5
Stayman x Geniton	8	1914	9.30	12.2	7.1

rather satisfactory growth, but—what the summarized figures do not show—the larger percentage of undersized trees pulls the average down. The difference of a year in age between the two groups can hardly be held accountable for the differences shown here since the group showing the smallest average growth of all was planted in 1913. Including all trees in the orchard, the average circumference of trees with Geniton parentage is 9.2 inches, of trees without Geniton parentage, 12.7 inches.

The significance of these figures lies in the fact that the trees discussed are on their own roots. It is hardly conceivable that a tree grafted or budded on roots that have produced a tree of four inch circumference would be as large as a tree worked on roots that have produced a twelve or fourteen inch tree.

Unfortunately, since the experiment was inaugurated with a quite different object in view, measurements earlier than those of this spring are not available. Everything, however, points to the relative differences between

trees having been maintained over a long period. The trees that are largest have made uniformly good growth year by year as shown by their branches; those that are smallest have never made good growth. This is in accord with experimental results on citrus trees in California, in which trees segregated by sizes as they came from the nursery maintained or increased their differences in the orchard.

To the grower this matter assumes importance when he is buying nursery stock. The small tree may be small because it has had adverse environment, in which case it will ultimately make a good tree; on the other hand, it may be small because it has not in itself the power to be anything else, in which case it never can make a good tree however favorable its surroundings. At present there is no sure way of distinguishing between the stunted tree and the "runt" tree. It must therefore be regarded with suspicion. The grower buying the poor grades of nursery stock may get satisfactory results, but he is taking a big chance.

To the nurseryman or seedling grower the data presented should be suggestive. With the present rather confused state of the apple seedling business and the possibility of considerable expansion in this country, the source of the seed should be carefully watched. It seems probable that careful study will show seeds of certain varieties to make more satisfactory stocks, with fewer culls, than seeds of other varieties. Much of the cider mill pomace comes now from cull apples of standard varieties; it may prove desirable to segregate the pomace of certain runs in the mill from that of other runs made up of other varieties. The difference in percentage of runts may make this well worth while. In any case the matter is worth study.

## WANTED

## WANTED

Married man with experience in growing general line of Nursery Stock, willing to work and live on premises. Will sell interest in the business to the right man. Give reference. **THE CURETON NURSERIES, Austell, Ga.**

**WANTED**—By a reliable nursery firm in Kansas a man capable of securing and handling retail salesmen.

Address No. 25, Care of The National Nurseryman.

## WANTED—ASSISTANT FOREMAN

Young man with experience in growing a general line of nursery stock, including fruit and ornamental stock for position as Assistant Foreman. Give references and complete information first letter.

**McKAY NURSERY COMPANY, Madison, Wis.**

Nurseries at Waterloo, Wis.

**WANTED**—Position by experienced nurseryman, thoroughly acquainted with all branches of nurserywork, accustomed to wait on retail trade and capable of doing landscape gardening. At liberty July 1st.

**CHRISTIAN SCHULLER,**

**WALDO, FLA.**



**Retinosporus Pisifera, Squarosa Veitchii**

Per 100 and per 1000

**AUDUBON Nursery, H. Verzaal, Prop., P.O. Box 275, Wilmington, N. C.****Berberry Seedlings**

(OUR SPECIALTY)

Ampelopsis Veitchii—seedlings, transplants

Ibota Privet seedlings

Let us quote on your requirements

**C. E. WILSON & CO.****Manchester - - Conn.****EVERBEARING STRAWBERRY PLANTS**

If you need Everbearing strawberry plants to fill spring orders or if you wish to increase your planting in nurseries, we can supply you with genuine PROGRESSIVE Everbearing plants, guaranteed to be TRUE TO NAME and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties growing in our experimental grounds that are not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out.

**THE GARDNER NURSERY CO., Drawer 103, Osage, Iowa.****50,000 Grape Concord, 1 yr. No. 2 grade****W. B. COLE,  
PAINESVILLE, OHIO**

For the best in Strawberry, Dewberry, and Raspberry plants, direct to your Customers under your own tags, send your orders to the undersigner, and plants and packing will be right.

I save you both worriment, and Money. Let me know your requirements. Also Cow peas and Soy beans.

**V. R. ALLEN,**  
59 Lane Ave., Seaford, Delaware.

**YOUR CATALOGUE**

"Ready Made" Nursery, Seed and Fall Bulb Catalogues, with your name and address on the front cover. Beautifully illustrated with natural colors on cover pages. We keep them in stock for prompt shipment. Ask for sample. They will greatly increase your sales—and they don't cost much.

**CAMPBELL PRINTING COMPANY**  
917 Walnut Street, Des Moines, Iowa.

**FRENCH FRUIT STOCKS****From Levavasseur & Co., Orleans, France**

Apples, Pears, Mazzard, Mahaleb, Myrobolan, Quince, Dog briar, Manetti, Multiflora, etc., all grades.

Write for all informations and prices to:

**MR. H. G. BENCKHUYSEN,** Care Maltus & Ware,  
116 Broad Street, New York City, N. Y.

who will visit the United States during May, June and July.

**H. DEN OUDEN & SON,****The Old Farm Nurseries Boskoop, Holland****For Perennials, Gladiolus, Dahlias and Cannas**

Write

**WELLER NURSERIES CO.**

Perennial Specialists,

**HOLLAND****MICHIGAN****PEACH PITS**

**The Howard -- Hickory Co.**  
**Hickory - - N. C.**

**AT THE CONVENTION**

I will be at the Nurserymen's Convention with a new set of landscape views. A company of Charles City, Iowa, write us "From two sales we cleared the price of the fifty Plate Books we bought of you."

**B. F. CONIGISKY**  
229 N. Adams St., Peoria, Ill.

**PRINTING**

Catalogues  
Stationery  
Business Forms



**The Robinson  
Publishing Co.**  
Hatboro, Pa.

**Specialists in Nursery Printing**

Ask for Prices.

We are the printers of this Magazine

ESTABLISHED 1893

**THE NATIONAL NURSERYMAN**

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

**SUBSCRIPTION PRICE \$1.50 per year in advance. FOREIGN SUBSCRIPTIONS \$2.00 per year in advance.**

**Advertising Rates on Application****THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated**

Subscribers to "Nurserymen's Fund for Market Development."

**Hatboro, Penna.**

When writing to Advertisers please mention the National Nurseryman.



# Bobbink & Atkins

Nurserymen and Florists

Subscribers to "Nurserymen's Fund for Market Development."

## RUTHERFORD, NEW JERSEY

Palms and Greenhouse Stock, Roses, Evergreens  
Trees and Perennials. Bay Trees, Boxwood, Rhododendrons,  
Andromedas, Ericas and Azaleas.

Send us your want list.

Inspect our stock.

## PEACH SEED

PROSPECTS are GLOOMY for North Carolina  
PEACH PITTS for fall delivery shipment 1921.

**J. Van Lindley Nursery Co.**

Pomona, N. C.

## The Gardeners' Chronicle

(Established 1841)

The BEST and OLDEST horticultural paper in  
England. Price 6½d per week.

Send for free copy and subscription rates to:—

**The Publishers, 41 Wellington St.**  
W. C. 2, London, England

## ALL "AMERICAN NURSERYMEN"

Wishing to do business with Europe should send for the

## "Horticultural Advertiser"

This is The British Trade Paper being read weekly by  
all Horticultural traders. It is also taken by over 1000 of  
the best Continental houses. Annual subscriptions to cover  
cost of postage, \$1.00. Money orders payable at Lowd-  
ham, Notts. As the H. A. is a purely trade medium appli-  
cants should, with the subscription, send a copy of their  
catalogue or other evidence that they belong to the nursery  
or seed trades. Address

HORTICULTURAL ADVERTISER, Ltd.  
Lowdham, Notts, England

## HORTICULTURE

A WIDE-AWAKE PAPER FOR

NURSERYMEN, FLORISTS AND GARDENERS  
Contains special features not found in any other trade  
journal.

Issued twice a month.

Price, \$1.00 a year.

**Horticulture Publishing Company**

739 Boylston St., Boston.

## SCARFF'S NURSERY

Headquarters for

## Small Fruit Plants

1200 Acres "At it 25 Years"

We offer for spring 1920 a good assortment of following  
stock and will be pleased to submit prices on your want list.

Strawberries  
Raspberries  
Blackberries  
Dewberries

Iris  
Privet  
Spirea  
Rhubarb

Asparagus  
Horseradish  
Hardwood cuttings  
Volga Poplar

See wholesale list before placing your order.

**W. N. SCARFF & SONS**  
NEW CARLISLE

OHIO

## RAFFIA

Arrow Brand

XX Superior Brand

Red Star Brand

AA West Coast Brand

Colored Raffia in 20 colors

**Bamboo Stakes, Dutch Bulbs, Hardy Lily Bulbs**

Write for prices specifically stating requirements

**McHUTCHISON & CO., 95 Chambers St., New York**

A Fine Stock of

**Norway Maple, Silver Maple, European Sycamore**

and other Ornamental Trees in All Sizes

A beautiful lot of CUT LEAF BIRCH 8-10 ft. and 10-12 ft.

Hardy Shrubs of all kinds

Also a limited supply of Fruit Trees and Small Fruit Plants.

**T. B. WEST**

**Maple Bend Nursery**

**Perry, Ohio**

## TO THE TRADE ONLY

We offer a very complete list of Fruit Trees and General  
Nursery Stock for delivery Fall 1921 or Spring 1922.

SPECIALTIES

FRUIT TREE SEEDLINGS  
GOOSEBERRY, CURRANT,  
LOGANBERRY TRANSPLANTS  
BUDDED ROSES

Headquarters for Nursery Supplies

**Portland Wholesale Nursery Co.**

971 SANDY BLVD.

PORTLAND, OREGON

### TREES

Largest assortment in New Eng-  
land. Evergreens, deciduous trees,  
both common and rarer varieties.  
Sturdy, choice stock that can be  
depended upon. Send for catalog  
and special trade prices.

**The Bay State Nurseries**  
North Abington  
Mass.

### SHRUBS

This New England soil and cli-  
mate produce fine sturdy shrubs.  
Special trade prices. By the thous-  
ands, hardy Native and Hybrid Sho-  
dodendrons—transplanted and accli-  
mated. Send your lists let us est.



# FRAMINGHAM QUALITY NURSERY STOCK

for

## YOUR RETAIL TRADE

We grow the grade of evergreens, trees, shrubs and vines that will bring repeat orders from your customers.

Now is the time to prepare for Spring business. Make us a visit. Inspect our stock and reserve what you require for Spring shipment.



# NURSERY BANDS

Manufacturers of

## STEEL BOX STRAPPING

FOR

## NURSERY PURPOSES

**SPECIAL OFFER**—We offer all or any part of an accumulation of long Nursery Bands one inch in width and sixty inches to one hundred and twenty inches in length, at a reduction of twenty dollars a ton. This offer holds good until stock is disposed of.

WRITE US

COVERING YOUR WANTS IN STEEL BANDS

## American Steel Band Co.,

888 Progress Street,

ALLEGHENY, PA.

## Pot-Grown Strawberry Plants

We are prepared to pot over a million plants this summer.

Special Trade price list is now ready.

**J. T. LOVETT, Little Silver, N. J.**

## “Getting Back to Normalcy”

For Fall we will be able to supply our customers with the varied line of Trees, Shrubs, and Herbaceous Plants that they will need.

Fall Price List ready in September.

### Thomas B. Meehan Co.

Wholesale Nurserymen

Dresher, Penna.

## HILL'S EVERGREENS

Since 1855

For Fall 1920 and Spring 1921 delivery we have a large stock of choice and rare varieties of Evergreens for nursery planting. We also have a good supply of Deciduous Trees and Shrub stock for lining out. Careful packing given special attention. Trade List for Nurserymen only is now ready.

### The D. Hill Nursery Co., INC.

Evergreen Specialist---Largest Growers in America

Box 401.

Dundee, Illinois.

## Peonies A SPECIALTY

The cream of 1200 sorts

Some extra new ones

**THE WORLD'S BEST!**

Eighteen Acres

Write for our List

Cannas, Dahlias and Gladioli

### C. BETSCHER, Dover, O., U. S. A.



## FRUIT TREES

### PEACHES—1-year budded

25000 Elberta  
20000 Carman  
10000 Hiley  
5000 Ray  
20000 Belle of Georgia  
5000 J. H. Hale  
5000 Mamie Ross

### CHERRIES—2-year budded

1000 Early Richmond  
1000 Montmorency

### APPLES—2-year

1000 Yellow Transparent  
1000 William's Early Red  
5000 Delicious  
5000 McIntosh

### 20000 Stayman

2000 Paragon  
2000 Rome Beauty  
5000 Gano  
1000 Winesap  
500 R. I. Greening

### KIEFFER PEAR

5000 2-year budded

## FLOWERING SHRUBS

850 Coral Berry  
500 Dogwood, Red-twiggled  
1000 Deutzia crenata  
1000 Deutzia, Pride of Rochester

1000 Deutzia, Double White  
400 Mock Orange, Common  
200 Rose of Sharon, Assorted Colors  
200 Sweet-scented Shrub

1000 Spiraea Van Houttei  
300 Spirea, Anthony Waterer  
100 Weigela amabilis alba  
500 Weigela rosea

## SHADE TREES

5000 Maple, Norway,  
10 to 12 ft., 1½ to 1¾ in.  
8000 Maple, Norway,  
12 to 14 ft., 1¾ to 2 in.  
7500 Maple, Norway,  
14 to 16 ft., 2 to 2½ in.  
9000 Maple, Norway....2½ to 3 in.  
5000 Maple, Norway....3 to 3½ in.  
2000 Maple, Norway....3½ to 4 in.  
400 Maple, Norway.....4 in.  
100 Oak, Pin.....5 to 6 ft.

1000 Oak, Pin.....6 to 7 ft.  
1000 Oak, Pin.....7 to 8 ft.  
500 Oak, Pin.....8 to 10 ft.  
100 Oak, Pin.....10 to 12 ft.  
6000 Plane, Oriental  
8 to 10 ft., 1¼ in.  
7000 Plane, Oriental  
10 to 12 ft., 1½ in.  
8000 Plane, Oriental  
12 to 14 ft., 1¾ in.  
5000 Plane, Oriental  
14 to 16 ft., 2 in.

3500 Plane, Oriental.....2½ in.  
3500 Plane, Oriental.....3 in.  
500 Poplar, Carolina.....6 to 8 ft.  
1500 Poplar, Carolina.....8 to 10 ft.  
1500 Poplar, Carolina.....10 to 12 ft.  
400 Poplar, Lombardy....6 to 8 ft.  
1500 Poplar, Lombardy....8 to 10 ft.  
1500 Poplar, Lombardy...10 to 12 ft.  
1000 Walnut, Black.....5 to 6 ft.  
1000 Walnut, Black.....6 to 7 ft.

## SPECIMEN EVERGREENS

15 Fir, Cephalonian.....10 ft.  
20 Fir, Cephalonian.....9 ft.  
50 Fir, Cephalonian.....8 ft.  
150 Fir, Cephalonian.....6 ft.  
300 Fir, Nordmann's.....6 ft.  
300 Fir, Nordmann's.....5 ft.  
300 Fir, Nordmann's.....4 ft.  
300 Canadian Hemlock.....6 ft.  
400 Canadian Hemlock.....5 ft.  
300 Canadian Hemlock.....4 ft.  
500 Canadian Hemlock.....3 ft.  
100 Juniper, Schott's.....6 ft.  
50 Retinospora,  
Golden Pea-fruited.....8 ft.  
50 Retinospora,  
Golden Pea-fruited.....7½ ft.  
100 Retinospora,  
Golden Pea-fruited.....7 ft.  
100 Retinospora,  
Golden Pea-fruited.....6 ft.  
200 Retinospora,  
Japanese Pea-fruited...6 ft.  
200 Retinospora,  
Japanese Pea-fruited...5½ ft.  
300 Retinospora,  
Japanese Pea-fruited...5 ft.  
300 Retinospora,  
Japanese Pea-fruited...4½ ft.  
50 Retinospora,  
Japanese Graceful.....7 ft.  
50 Retinospora,  
Japanese Graceful.....6 ft.  
300 Retinospora,  
Japanese Plumelike.....6 ft.

400 Retinospora,  
Japanese Plumelike.....5½ ft.  
300 Retinospora,  
Japanese Plumelike.....5 ft.  
300 Retinospora,  
Japanese Plumelike.....4½ ft.  
300 Retinospora, Japanese  
Golden Plumelike.....8 ft.  
300 Retinospora, Japanese  
Golden Plumelike.....7½ ft.  
400 Retinospora, Japanese  
Golden Plumelike.....7 ft.  
300 Retinospora, Japanese  
Golden Plumelike.....6½ ft.  
400 Retinospora Obtusa.....6 ft.  
300 Retinospora Obtusa.....5½ ft.  
300 Retinospora Obtusa.....5 ft.  
300 Retinospora Obtusa.....4½ ft.  
300 Retinospora,  
Veitch's Japanese.....8 ft.  
300 Retinospora,  
Veitch's Japanese.....7½ ft.  
300 Retinospora,  
Veitch's Japanese.....7 ft.  
300 Retinospora,  
Veitch's Japanese.....6½ ft.  
150 Pine, Austrian.....5 ft.  
250 Pine, Austrian.....4 ft.  
300 Pine, Austrian.....3 ft.  
20 Pine, Scotch.....8 ft.  
20 Pine, Scotch.....7 ft.  
50 Pine, White.....4 ft.  
150 Pine, White.....3½ ft.

500 Spruce, Norway.....12 ft.  
600 Spruce, Norway.....10 ft.  
1200 Spruce, Norway.....9 ft.  
2000 Spruce, Norway.....8 ft.  
2000 Spruce, Norway.....7 ft.  
1200 Spruce, Norway.....6 ft.  
75 Spruce, White.....12 ft.  
75 Spruce, White.....10 ft.  
50 Spruce, Oriental.....5 ft.  
50 Spruce, Oriental.....4 ft.  
8 Spruce, Douglas.....8 ft.  
100 Spruce, Douglas.....7 ft.  
100 Spruce, Douglas.....6 ft.  
300 Arborvitae, American....10 ft.  
600 Arborvitae, American....9 ft.  
900 Arborvitae, American....8½ ft.  
1800 Arborvitae, American....8 ft.  
1600 Arborvitae, American....7½ ft.  
1800 Arborvitae, American....7 ft.  
900 Arborvitae, American....6 ft.  
1000 Arborvitae, Chinese.....9 ft.  
1000 Arborvitae, Chinese.....8 ft.  
1500 Arborvitae, Chinese.....7 ft.  
1000 Arborvitae, Chinese.....6 ft.  
25 Arborvitae, Fernlike.....8 ft.  
25 Arborvitae, Fernlike.....7 ft.  
50 Cedar, Blue Virginia....8 ft.  
25 Cedar, Blue Virginia....7 ft.  
10 Cedar, Indian.....15 ft.  
20 Cedar, Indian.....12 ft.  
100 Cedar, Red.....8 ft.  
200 Cedar, Red.....7½ ft.

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland





# THE NATIONAL NURSERYMAN



JULY 1921

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
Cuthbert Raspberries  
Spiraea Van Houtte  
Other Ornamentals  
Shrubs

Will be pleased to quote on your list of wants

### I. E. Ilgenfritz' Sons Co.

Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons CO.'s Celebrated  
Graft and Stock Planter and Firmer

## Strawberry Plants Everbearing and Standard

From November 1 to May 1

We can supply you healthy true-to-name, well-rooted plants. Fresh dug every day. Can ship to you or direct to your customers. Let us handle your Strawberry plant business this year. Our plants please our customers. They will please yours. Write for trade prices.

### The W. F. Allen Company

Strawberry Specialists,

Salisbury,



Maryland

## Mount Arbor Nurseries,

E. S. WELCH, President.

136 Center Street, Shenandoah, Iowa

### OUR SPECIALTY

A large assortment of high quality nursery stock for

THE WHOLESALE TRADE

For Fall 1921—Spring 1922

A complete line of Fruits and Ornamentals

ROSES—Baby Ramblers, Climbing, Hybrid Perpetual,  
Tea and Rugosa's.

### FRUIT TREE STOCKS—

American Grown—Apple, Japan Pear and American  
Plum.

French Grown—Apple, Mahaleb, Mazzard, Myrobolan,  
Pear. ROSE STOCKS—Manetti and Multi-  
flora.

Forest Tree Seedlings

California Peach Pits

We take this opportunity to thank our many customers  
for past favors, and shall hope to merit your future trade.

## C. R. BURR & COMPANY

Manchester, Conn.

YOU WANT QUALITY AND WE OFFER IT IN

ORNAMENTAL SHRUBS

BARBERRY THUNBERGII 3 yr.

CALIFORNIA PRIVET

APPLE 2 yr. BUDS

PEACH, EXCELLENT ASSORTMENT

RHUBARB

AMPELOPSIS VEITCHII 2 yr. HEAVY

MULTIFLORA JAPONICA ROSE SEEDLINGS

BARBERRY THUNBERGII AND AMPELOPSIS VEITCHII  
SEEDLINGS

ROSES, H. P. AND CLIMBING

In addition to the above stock we have a complete line of nursery products including Pear, Plum, Cherry, Quince, Ornamental Trees, Vines, Small Fruits, Evergreens, etc.

C. R. BURR & COMPANY, MANCHESTER, CONN.

See our imported fruit stock ad on page 173



The  
Preferred  
Stock



The  
Preferred  
Stock

### SPECIAL NOTICE

To invite your attention to a few specialties usually scarce but available this season in larger quantity.

ARISTOLOCHIA SIPHO (DUTCH PIPE)  
DIELYTRA SPECTABILIS (BLEEDING HEART)  
STANDARD ROSES  
STANDARD HYDRANGEA P. G.  
OFFICINALIS PEONIES  
PAUL'S SCARLET THORN

Of course we have our usual good assortment of Roses, Shrubs, Vines, Perennials, Fruit and Shade Trees, and would expect to sell scarce items in assortment with more plentiful stock.

*Let us figure with you.*

### Jackson & Perkins Company

Newark, - - New York State.

July 1st, 1921

The  
Preferred  
Stock

The  
Preferred  
Stock

## Bunting's Nurseries

G. E. Bunting & Sons, *Proprietors*  
Selbyville - Delaware

OFFER FOR DELIVERY  
Fall 1921 and Spring 1922

ONE YEAR No. 1

CONCORD  
GRAPE VINES

Limited stock Niagara, Worden, Moores Early  
and Catawba

FIRST CLASS TRUE-TO-NAME STOCK  
PROPERLY GRADED

CORRESPONDENCE SOLICITED

We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

COLLECTORS OF TREE SEEDS



THE

North-Eastern Forestry Co.

CHESHIRE  
...Connecticut...

Subscribers to "Nurserymen's Fund for Market Development."

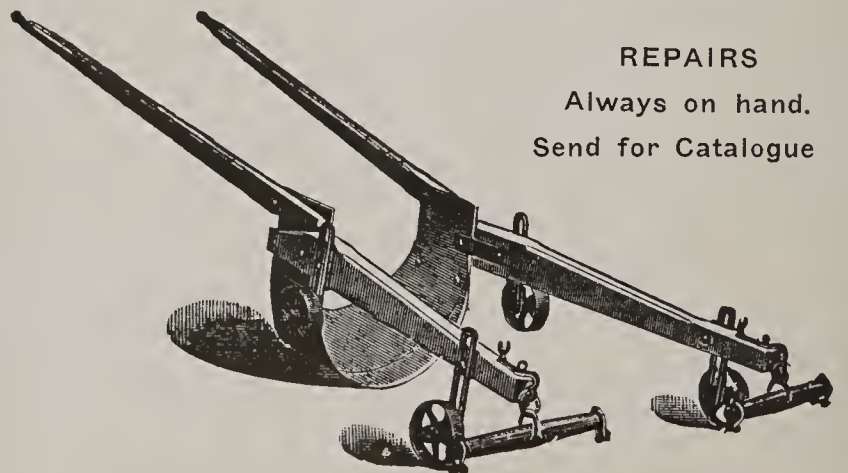
1857

1921

## BRAGG'S

COMMON SENSE

## TREE DIGGER



REPAIRS  
Always on hand.  
Send for Catalogue

Digger gets All the Roots at the rate of Twenty to Forty Thousand trees per day, and only needs same power as plow.

L. G. BRAGG & CO.  
KALAMAZOO, MICH.



# PAINESVILLE NURSERIES



## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

Subscribers to "Nurserymen's Fund for Market Development."

When writing to Advertisers please mention the National Nurseryman.



**J. H. SKINNER & CO.****Topeka Kansas.**

Offer for late fall or early spring shipment:

Apple trees, 2 yr.

Peach, 1 yr.

Kieffer Pear, 1 and 2 yr.

Grapes, 1 yr.

Gooseberries, 1 yr., Strong plants.

Rhubarb Myatt's Linneas, Divided roots.

**Apple Seedling. All grades.**

Black Locust Seedling

Honey Locust Seedling

**Shade Trees**

Ash Elm Maple Sycamore

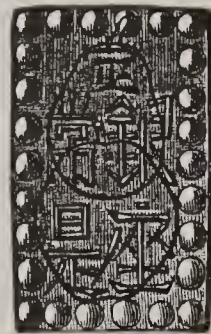
Honey Locust American Chestnut

Bechtel's Double Flowering Crab. All sizes.

Amoor River Privet 12-18 in.; 18-24 in.; 2-3 ft.

Spirea Van Houtti 12-18 in.; 18-24 in.; 2-3 ft.;  
3-4 ft.

Let us price your list of wants.

**Heikes—Huntsville—Trees**

We have completed our shipping for the season and are glad to report a good clean-up:

Our stands are good and we expect to have a dandy lot of our usual line of stock to offer for delivery next fall and spring.

---

**THE HUNTSVILLE WHOLESALE NURSERIES, INC.,**  
HUNTSVILLE, ALA.

**A**  
**Complete Assortment**  
of  
**NURSERY STOCK**

Apple, Peach, Pear, Plum

Cherry and Quince

Small Fruits

Ornamental Trees

Shrubs

Evergreens

Paeonies

Perennials

Roses

**W. & T. SMITH COMPANY**

GENEVA, N. Y.

74 Years

1000 Acres

Write for special prices

Subscribers to "Nurserymen's Fund for Market Development."

**A Complete**  
**Variety of**  
**Nursery Stock**



60000

Norway and American Elm  
fine stock in car load lots or less



**C. M. Hobbs & Son**  
**BRIDGEPORT - - Indiana**



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXIX.

HATBORO, PENNA., JULY 1921

No. 7

## Forty-Sixth Annual Convention of the American Association of Nurserymen

**A**S early as Friday of the week preceeding the Convention, nurserymen began to gather at the Congress Hotel, Chicago, to get ready for the Forty-sixth Annual Convention.

By Monday they began to arrive in goodly numbers from all over the States. By the time the Convention opened on Wednesday, June 22nd upwards of 200 had registered.

The weather was extremely warm and humid and called forth many unfavorable comparisons from visitors from sections of the country that have the reputation of being warm.

By the time the opening session was called to order by President Lloyd C. Stark, committee meetings and conversations had pretty well crystalized sentiment in favor of the conservative element and that their policy would prevail in the future policy of the affairs of the Association.

The Convention was opened by the Rev. Dr. Howard A. Johnson, president of the Chicago Church Federation, asking Divine guidance and blessing on its efforts.

This was followed by an address of welcome by Capt. Arnold Jerns, of the Chicago Chamber of Commerce, who compared the nursery industry with the nursery of childhood in its important relations to the welfare of the country.

He told of the impressions left on his mind by the gardens and horticultural beauties of France while overseas with the A. E. F. and ventured the opinion that subconsciously many out of the millions of young men that went overseas brought back a desire to emulate them that would have its effect in the stimulation of landscape work and planting about the homes in this country.

President Stark called upon J. W. Hill, Des Moines, Iowa, to introduce the Hon. E. T. Meredith, ex-Secretary of the Department of Agriculture who spoke in place of the Hon. H. C. Wallace, the present head of the Department.

Mr. Hill, who in eulogizing the State of Iowa, caused much amusement by claiming the farmers' wives annually gathered eggs to a greater value than that of the entire citrus industry of California.

Mr. Meredith's address was much appreciated by his audience. He spoke very highly of the personnel of the Department of Agriculture, which contained many unselfish men who were working for a much less salary under the government than they could command in private business. They put service to humanity before selfish interests. He pointed out how the U. S. D. of A. touched the interests of every person in the country and made a plea for his hearers to use their influence for increased appropriations for right purposes and to kill off wasteful appropriations such as the free seed distribution and exces-

sive printing and distribution of the Department's Year Book.

He advised the nurserymen not to drop interest in their goods immediately after they were sold but to follow up the care of the plants after they were in the customer's hands.

A representative of the United States Chamber of Commerce gave a very fluent address and spoke of organization methods as they have developed in the last few years and explained how necessary cooperation was to ensure business accuracy and efficiency.

Dr. Karl F. Kellerman associated with Dr. C. L. Marlatt on the Federal Horticultural Board spoke in place of the latter who was unable to attend.

Dr. Kellerman explained the functions and policy of the Federal Horticultural Board as it affected the nursery industry, which were to prevent the introduction and spread of disease and pests and at the same time do as little injury as possible to business.

He explained how the board was regulatory in policy and its mandates must necessarily be constantly changed to meet the exigencies as they arise.

The board's attitude towards the importation of fruit seedlings had been most liberal, as the industry demanded it, but imported stocks coming into the country do not appear to be cleaner than formerly. This would indicate a necessity for a gradual decrease of imports, which in time would be limited to entirely new things.

He asked the nurserymen to keep in mind that quarantines were cooperative, drawn up to do the least damage and the most good and on this account the Board welcomes suggestions and criticisms.

It was a subject for congratulation that the Federal Horticultural Board and the nurserymen were getting closer together.

During the afternoon session Prof. L. B. Scott, of the U. S. D. of A. gave an address on the "Growing of Fruit Tree Seedlings," and called attention to the fact that the \$20,000 appropriation for fruit stock investigations was a direct outgrowth of Quarantine 37.

The U. S. D. of A. was now cooperating with the nurserymen in their experiments and investigations through the committee appointed by the nurserymen, of which J. H. Skinner, Topeka, Kansas, was chairman.

There is no room for doubt that fruit stocks cannot be raised in this country. Experiments were being made with layering yearly trees.

A stock hardier than the French crab was wanted for the north and a stock resistant to the woolly aphis for the Pacific Coast. If none could be found better than the French crab what variety was most suitable, as there were many varieties of the French crab.

Mr. S. B. Detwiler spoke on the "Blister Rust Control"



and showed a poster with the quarantine line making it possible to see at a glance the laws governing shipping in the quarantined area.

Mr. Detwiler is now at work on a condensed summary of all quarantines gotten up in the same manner that should prove of great convenience to nurserymen.

### PRESIDENT'S ADDRESS

*By Lloyd C. Stark, President of American Association of Nurserymen*

**I**N ADDRESSING you today, I shall strive to be as brief as possible and to speak frankly with the hope that if any of you hold contrary opinions, you will realize that whatever I say is, in my opinion, for the best interests of the whole profession and for the final benefit of the great American public whom we serve.

We have made many internal changes in the past few years and we have moved rapidly. We have made some mistakes, it is true, but certainly no more than other associations that are sincerely and conscientiously endeavoring to upbuild their respective professions.

In the past we have found within our organization certain discrepancies and abuses. We have, without undue delay, set about quietly, but determinedly, to correct these abuses. A great deal has been accomplished. Some mistakes have been corrected and others will continue to be corrected. Because we have not accompanied our efforts with much bluster and noise is of no importance. We do not believe in washing our dirty linen in public nor do we believe in accompanying our "policeman" with "brass bands" when we go out to look for the murderer. One quiet "plain-clothes man"—in the shape of our Vigilance Committee—will get more results and catch more crooks than a dozen big starred policemen lined up against the lamp post in the bright light where every rascal can see them.

**VIGILANCE COMMITTEE:** After the Philadelphia Convention in June, 1917 when you first honored me with the office of president, I took it upon myself to appoint our first Vigilance Committee. This, of course, was not an original idea but was simply an adoption of the methods used in many other industries, but more particularly was it modeled after the Vigilance Committee of the Advertising Clubs of the World, of which association I happened to be a member at that time. Their Vigilance Committee was doing a great work and I saw a like possibility for such a committee in our own association.

Because of the hearty backing the work of the Vigilance Committee has received at the hands of our members, and those we serve, and because of our good fortune in obtaining hard-working, conscientious men to serve on this committee, it has done splendid work. In our Vigilance Committee today, gentlemen, you have the greatest power for house-cleaning and keeping your house in order. Its workings are quiet but persistent. It protects the honest nurseryman and the honest planter alike; it protects the nurseryman against unjust criticism of the public and the dishonest planter; it protects the planter and the public against dishonest nurserymen. This committee working in connection with your Executive Committee is a great power for the elimination of

fraudulent practices and unscrupulous men. You should continue in every possible way to give the Vigilance Committee your unanimous support.

**EXECUTIVE COMMITTEE:** Your Executive Committee, gentlemen, has worked hard and long, not only this year but every year. These gentlemen have been selected by you because of your belief in their integrity, sincerity, ability and willingness to serve you to the limit of their power with "Malice toward none and charity for all."

Your Executive Committee this year, and heretofore, has not been able to serve you as well as it might because, due to the geographic restrictions laid down in our constitution, a meeting of your Executive Committee at the present time involves a great amount of traveling expense and loss of time to the members. I recommend that the constitution be amended so that the members of the Executive Committee may be more centrally located and thus enabled to hold frequent meetings which are necessary if your association is to progress.

At the present time your constitution provides that special meetings of the Executive Committee may be called by the President and that the expenses of the committee incident thereto may be paid out of the treasury. Heretofore, because of the burdensome expense and loss of time in connection therewith, these meetings have not been held as often as they should have been and the association's affairs have seriously suffered in consequence. I, therefore, make this further recommendation, that by vote or otherwise, you direct that your Executive Committee shall hold at least three special meetings annually, one in the early fall, one winter meeting, and one late spring meeting, and that at the same time you specifically authorize the payment of the expenses in connection therewith. This, gentlemen, I believe is the most important recommendation I shall make to you today. These meetings are really necessary to properly carry on the association's affairs in a harmonious and constructive manner.

**TRANSPORTATION:** Within the year the members of this Association, in spite of the hard fight put up by our Traffic Manager, have found themselves face to face with great, and what we believe to be, unfair increases in express charges on shipments of nursery stock. For your information, I will quote a few average examples from the Mississippi River to various points in the United States.

TOWN	STATE	OLD RATE	NEW RATE
		Per 100 lbs.	Per 100 lbs.
Boston	Mass.	\$2.56	\$4.16
Pittsburgh	Pa.	1.86	3.12
Richmond	Va.	2.44	4.08
Cape Girardeau	Mo.	1.24	2.08
Winchester	Tenn.	1.86	3.11
Durant	Okla.	2.68	4.50
Des Moines	Iowa	1.29	2.14
Denver	Colo.	3.18	5.33
Phoenix	Ariz.	6.15	10.42
Los Angeles	Calif.	7.23	12.12

Our Traffic Manager appeared at the hearing of the Interstate Commerce Commission and made every effort to hold the old second class classification on nursery stock. In spite of everything he could do, the Interstate Commerce Commission decided rather arbitrarily, we think,



that nursery stock should be classified as first class which meant a tremendous increase in the cost of trees to the American tree planting public. This increase, gentlemen, was on top of all the ordinary rate increases that the express companies have effected since before the war. During this time the express charges on nursery stock have nearly doubled, so that we now have an express burden on the shoulders of the farmer, orchardist and nurserymen that is almost unbearable. This terrific load, of course, in the final analysis must fall upon the planter, therefore, on account of this adverse decision of the Interstate Commerce Commission we find a condition which clearly thwarts the paternal policy so clearly recognized by the great men of our government from its very inception, the policy which says in effect that,—

“It is so important to stimulate and foster the increased planting of trees and plants throughout the vast areas of the United States that nursery stock should receive special consideration in the way of minimum freight and express rates.”

The very health and prosperity of the nation will be seriously affected a few years from now if our people are continually forced to pay these new and excessive transportation charges. In many foreign countries this policy of encouraging tree planting is not only recognized to the extent of fostering the industry concerned, but in many lands when a citizen cuts down a tree, he must, according to law, in the place of that tree, plant two trees, or if a fruit tree dies, another fruit tree must be planted. Here in this country, with our present excessive rate, we have a situation which in its final analysis means that because of mercenary motives—because the express companies said they needed the money—our country is to a certain extent to be deprived of its fruit trees, shade trees and beautiful plants. The nation-wide endeavor, gentlemen, to MAKE AMERICA MORE FRUITFUL AND MORE BEAUTIFUL, has received a severe set-back and it must be corrected, for in rendering this decision the Interstate Commerce Commission has entirely overlooked a vital service policy which all men and all nations have recognized to a great or less extent from the beginning of time.

During the year your President and other officers have, from time to time, urged the membership to bring these matters to the attention of their friends and representatives at Washington, with the feeling that they will quickly realize the great damage that is being done—damage which will not make itself seriously evident perhaps for half a generation, but then, gentlemen, it will be too late, for orchards and avenues of shade trees cannot be grown in a day. You are urged to continue to fight this unwise decision, by all honorable means, that the American public may again be placed in position to obtain their trees and plants at a minimum cost.

Other transportation matters will be brought to your attention by the Traffic Manager in his report. Generally speaking, traffic conditions from the standpoint of delivery have been much improved this year but they are unsatisfactory because of excessive cost.

LEGISLATION AND TARIFF: Your Legislative Committee has had before it a number of vicious bills, all of which, on account of their unfairness or unconstitutionality, have been satisfactorily disposed of.

NOMENCLATURE: The Chairman of our association's

Nomenclature Committee who was appointed to represent us on the American Joint Committee on Horticulture Nomenclature which was appointed by the various allied associations and societies to revise and classify American plant names, has about completed its work. This committee has not received the help from our Association that it should receive. It is now face to face with the problem of publishing its official catalog of plant names which is the combined result of several years hard work. This committee is now without funds for the publication but they are going ahead with the work and if necessary propose to raise the money out of their own pockets or by contributions from nurserymen who are willing to assist. If it is at all possible to find the funds, I would recommend that the Association assist in the underwriting of this publication to the extent of \$1,000 with the understanding that this money may be paid back into the treasury as fast as the volumes of the “Official catalog of plant names for use in labeling, catalog compilation and ordering,” be sold. In addition to assisting financially, I wish to commend the members of this committee for their splendid work and untiring efforts, particularly, Mr. Kelsey, who has handled the plant names or so-called Ornaments for our association.

FRUIT NOMENCLATURE: Recently this committee decided that it would be a valuable thing in addition to the catalog of plant names or ornaments, etc., to include also a section devoted to fruit nomenclature, up to date and making it practical so that our association can recognize it as official for use in labeling and catalog work.

Mr. Kelsey, in connection with Professor Lake and others of the United States Department of Agriculture, have already done a great deal of work on this nomenclature section. However, your President and Executive Committee deem it unwise to issue a catalog of fruit names and synonyms that has not the official sanction of a Fruit Nomenclature Committee recently appointed for that purpose and if the time before publication of the official catalog of plant names is not sufficient to enable our Fruit Committee to have several months in which to bring the fruit list up to date, it is deemed unwise to include the fruit section in this volume.

In selecting the membership of the Fruit Nomenclature Committee your President endeavored to select men who were not only familiar with the scientific names but men who are practical orchardists and nurserymen as well. On this committee were included two men from the east, two from the central section and one from the Pacific Coast with Mr. Robert Simpson, of Vincennes, Ind., as Chairman of the deciduous fruit section and Mr. Harold Hume of Glen St. Mary, Florida, Chairman of the Tropical and sub-tropical section. Every nurseryman is urged to assist these committees as far as possible when called upon so that when the catalog of fruit names is completed, it will not only be correct from a scientific standpoint but from a commercial and practical standpoint. To obtain this result all widely known local names and synonyms must be included, otherwise this Association would be treading on very dangerous ground and could not recognize it as its official catalog of fruit names for use in labeling catalog compilation and ordering.

STANDARDIZATION: Chairman Kelsey of the Standardization Committee will render report on the subject and will



make some very valuable suggestions. A number of our best posted nurserymen have urged that our Association give this very much more attention than it has in the past.

**AMERICAN GROWN SEEDLING STOCKS INVESTIGATION:** Most nurserymen are probably aware that in the near future we will probably have to depend upon American grown seedlings exclusively in our production. In this connection the U. S. Department of Agriculture has been making some very valuable investigations in various localities of the United States where seedlings may be grown with a view of determining the real merits of the different sections for the various seedlings and to obtain all the facts in connection therewith.

Government officials have been working in close cooperation with the nurserymen and with a committee of our Association appointed for this purpose. Mr. J. H. Skinner, of Topeka, Kansas, is Chairman of this Committee. At this time, I cannot refrain from expressing to all officials concerned in this work the sincere appreciation of the nurserymen. At the same time, I wish to assure our friends in Washington who are working so hard for our benefit, that we are anxious, individually, and as a body, to assist them to the full extent of our ability. Mr. L. B. Scott of the U. S. Department will address you further on this subject.

**FRUIT FOR FOOD SHOWS:** The agricultural press and other interests have suggested a plan whereby Fruit for Food Shows be put on at certain designated times in the leading cities of the United States. This educational work has great possibilities and I recommend that interested members and the Executive Committee or Market Development Committee, obtain further information from Mr. F. J. Wright who is connected with one of our leading agricultural papers.

**UNITED STATES CHAMBER OF COMMERCE:** Our Secretary, Mr. Watson, will no doubt recommend to you in his report that if it is possible, this body should affiliate with the U. S. Chamber of Commerce. As our firm has been a subscriber to this organization for a considerable period, we feel free to recommend the value of the Bulletin Reports and other assistance rendered by the U. S. Chamber of Commerce, the Head Office of which is located at Washington, D. C. As Mr. Watson has pointed out, while this is not an official government activity, many Government Agencies and Committees depend on them for information and advice.

**REPLACE EVILS:** Years ago a great many nurserymen had certain agreements to replace trees which died. Some replaced them free, some replaced them at half price and there were various stipulations regarding the method of replacement. In practically all instances, the replacement promise was made in order to promote sales. At this time a great many of the most successful nurseries have recognized the unfairness of the replacement evil either free or at half price or at any other reduced price.

The nurserymen must deliver to the planter or to the transportation company, as the case may be, good trees in a healthy and vigorous growing condition. The nurseryman's duty and responsibility should end there. He has already taken his risk with the elements and natural enemies for three or four years in producing those trees. It is not up to the nurseryman to carry his responsibility on, over and into the back yard of the planter.

**THE YEAR'S BUSINESS:** In general, last year's business, particularly, the spring trade, was better than most nurserymen anticipated. While we felt sure that nothing like a normal number of trees were purchased and planted, still due to the scarcity of stock, most of the product was moved and most nurserymen report a good season.

**FUTURE OUTLOOK FROM THE NURSERY STANDPOINT:** The sales outlook for the future is good. The supply of stock coming on is short in many lines. In fact, in some lines, all information indicates that stock is scarcer even than last year and when we remember that the trees which we will harvest this year are the result of seeds planted in France and elsewhere the last year of the war, this fact is easily accounted for. Due to serious freezes in various sections of the country late last fall and a number of disastrous freezes and frosts this spring, many one-year apple trees had to be cut back to the ground. This fact has considerably reduced the quantity of two year apple trees available for the forth coming year. The same adverse spring weather conditions have injured to some extent the one year available—particularly grafts. Taking it as a whole, there may be a slight increase in the number of one year apple trees, there seems to be a severe shortage in two year apple trees.

The spring freezes also injured a great many peach buds—reports from the south, east and central west, indicate a great many injured, so that, taken as a whole, it is going to be very difficult to reduce prices, but we believe it the duty of the nurserymen to endeavor to get prices down somewhat, as soon as possible. At the same time, nurserymen should realize that unnecessarily high prices may bring about a later over-production which would disturb the equilibrium of the industry for a considerable period. In other words, if prices remain abnormally high for an unnecessarily long time, they are bound to be followed by a period of over-production which will shoot prices down to a point below cost of production, and cause enormous brush piles and heavy losses. It is better for us, better for the industry and better for the tree planting public to avoid this. In making our prices, of course, we must consider the enormous wastage incident to sending out a strictly first-class disease-free grade of trees. We must also consider the fact that every year there are bound to be certain varieties in excess that must go to the bonfire. All these losses must be kept before us, for over-production and incident enormous brush piles were the twin evils which put so many of our brother nurserymen out of business a few years before the war.

We have no reason for pessimism—we have every reason to be optimistic, but at all times let us keep our eyes on the past as well as on the future so that the mistakes and troubles of the past will arm us and assist us in the solving of the problems of the future. Many nurserymen so far this spring are reporting good sales. The outlook for a good year's business is promising.

**CLOSER COOPERATION WITH OTHER NURSERYMEN'S ASSOCIATIONS:** It is recommended that the Executive Committee be instructed to work out a definite plan for closer cooperation between our association and the various state and district nurserymen's associations.

**THE ECONOMIC OUTLOOK:** The general economic situa-



tion is improving. We all know that while we were having a good business last spring, many other lines of business were struggling in the depths. There has been considerable improvement, both actual and psychological since last winter and business in general at this time is on the up-grade. All reports and statistics show this to be a fact.



*Michael R. Cashman, Owatonna, Minn.  
President of the American Association of Nurserymen*

#### THE NEW EXECUTIVE COMMITTEE

In the readjustment of the affairs of the Association, the Executive Committee resigned and an entirely new one was appointed. The old committee was appointed with the idea of giving geographical representation to the entire country. In practice this did not work very satisfactorily as they could not get together often enough to work efficiently.

The personnel of the new committee is as follows:

Lloyd Stark, Louisiana, Mo.  
S. W. Crowell, Rich, Miss.  
W. C. Reed, Vincennes, Ind.  
Robert Pyle, West Grove, Pa.  
Earl D. Needham, Des Moines, Iowa.

#### OFFICERS ELECTED BY THE AMERICAN ASSOCIATION OF NURSERYMEN TO SERVE FOR THE ENSUING YEAR

President, Michael R. Cashman, Owatonna, Minnesota.  
Treasurer, J. W. Hill, Des Moines, Iowa.  
Vice President, Paul C. Lindley, Pomona, North Carolina.  
Secretary, Charles Sizemore, Louisiana, Mo.



*Paul C. Lindley, Pomona, N. C.  
Vice President of the A. A. of N.  
and Chairman of the Vigilance Committee*

#### COMMITTEE ON MARKET DEVELOPMENT

F. F. Rockwell, Chairman, Bridgeton, N. J.  
E. E. May, Shenandoah, Iowa.  
C. R. Burr, Manchester, Conn.



*Charles Sizemore, Louisiana, Mo.  
Secretary of the A. A. of N.*



# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902

Published monthly by

THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor .....ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance .....	\$1.50
Foreign Subscriptions, in advance .....	\$2.00
Six Months .....	\$1.00

Advertising rates will be sent upon application. Advertisements should reach this office by the 20th of the month previous to the date of issue.

Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

*Entered as second-class matter June 22, 1916, at the post office at Hatboro, Pennsylvania, under the Act of March 3, 1879.*

Hatboro, Pa., July 1921

The American Association of Nurserymen prior to the convention seemed in grave danger of splitting into two factions on a question of policy. A summary of the situation was given in the editorial of our June issue and a hope expressed that the the leaders would get together and adjust their differences and all cooperate for the upbuilding of the Association for the betterment of the trade.

Given time any body of representative Americans can be depended upon to do the right thing, even if they have to retrace their steps and get new bearings.

This the nurserymen did at the convention. When they found the program laid down at the time of reorganization, was not working out in a way that insured the support of the entire membership.

It takes more courage to admit a mistake and make a fresh start than to carry on through a false pride.

The nurserymen had the courage to face the facts, compromise on their opinions and get down to brass tacks.

## THE TRADEMARK:

There will doubtless be much adverse comment on account of the American Association of Nurserymen discontinuing the use of the trademark, "Trustworthy Trees and Plants."

Those who have read the comments on the subject in previous issues of the National Nurseryman will not be surprised at the Association dropping it.

There were few at the convention that did not to a certain extent regret the necessity of it, as the action will be almost sure to give the wrong impression.

It was adopted, during a well intentioned moment, as a protection to the buying public, but in actual operation it proved impossible of control, therefore inadequate to accomplish that for which it was intended.

It implied a business guarantee which such a large

loosely knit organization as the American Association could not give as it made it possible for the dishonest dealer to trade under its implied guarantee.

## THE VIGILANCE COMMITTEE:

While the work of the Vigilance Committee is not a matter that concerns the public, the chairman's report shows it to be a virile active force in the Association, and that sharp practice or dishonesty will not be tolerated. Printed lists of members of the A. A. of N. are to be distributed annually to enable members to report on any nurseryman guilty of dishonest practice.

An active Vigilance Committee backed up by members of the Association is a better assurance to the public of protection from a dishonest nurseryman than a trademark that was not backed by a power that could enforce the standard it implied in every instance.

## THE MARKET DEVELOPMENT:

No scheme the A. A. of N. ever had under consideration had quite so much promise of big things for the nursery trade as the Market Development movement.

It is too bad there had to be a halt in this progressive idea. To nationally advertise nursery products takes a good deal of capital and the A. A. of N. is wise in not embarking on a scheme to spend its members' money without their heartiest approval.

Business is essentially selfish and the big firms who have spent years of effort and thousands of dollars to build up a market for their own goods are not quite ready to divert their appropriations to benefit the trade at large.

The good work, however, will go on in a modest way and there is little doubt but the movement will develop larger proportions.

As time goes on ways will be found to develop the co-operative idea in publicity for Market Development.

## JOHN WATSON

The retirement of John Watson from the position of Executive Secretary of the American Association of Nurserymen will be regretted by many of the members.

Mr. Watson is a man of unquestioned ability. His knowledge of and experience in the nursery trade coupled with his broad sympathies and wide acquaintance made him peculiarly fitted to be the leading spirit in a progressive association.

Mr. Watson sent in his resignation last January but continued in office by request until the Convention.

## THE NEXT CONVENTION TO BE HELD AT DETROIT

Detroit was decided upon as the place of the next convention.

There was no opposition or other place mentioned.

The heat combined with the poorly ventilated convention halls of the last few years had made everyone willing for a change.

Harlan P. Kelsey advocated chartering a steamer for three days, and holding the convention aboard ship.

The suggestion was well received but not deemed advisable to adopt at this time. C. A. Ilgenfritz, Monroe, Michigan, was appointed chairman of a committee to make proper arrangements.



## AMERICAN ASSOCIATION OF NURSERYMEN NOW A CORPORATION

*The Executive Committee have had the A. A. of N. incorporated under the laws of the State of New Jersey.*

*The action was endorsed during a session of  
the Convention*

### CERTIFICATE OF INCORPORATION

—OF—

#### "AMERICAN ASSOCIATION OF NURSERYMEN"

THIS IS TO CERTIFY, that the undersigned do hereby associate themselves into a corporation, under and by virtue of the provisions of an act of the Legislature of the State of New Jersey, entitled "An act to incorporate associations not for pecuniary profit," approved April 21, 1898, and the several supplements thereto and acts amendatory thereof.

FIRST. The name of this Corporation is "AMERICAN ASSOCIATION OF NURSERYMEN."

SECOND. The particular objects for which this Corporation is formed are, to improve conditions in the nursery industry by making business between members profitable and pleasant, by bringing into closer relations nurserymen, planters, and those in allied trades, by protecting the interests of members in their various business transactions, and in general by doing all and anything that will add to the prestige and standing of the "AMERICAN ASSOCIATION OF NURSERYMEN," make their business more profitable and to advance the nursery industry in the public esteem.

THIRD. The membership of this Corporation shall consist of three classes: First, active or voting members, who shall be actively engaged in the nursery business, and bear a reputation for trustworthy dealings that must be maintained as a condition of membership; Second, associate members, being those in the allied trades; Third, honorary members.

FOURTH. This Corporation shall have power:

1. To have perpetual succession by its corporate name;
2. To sue and be sued, complain and defend in any court of law or equity;
3. To make and use a common seal and alter the same at pleasure;
4. To appoint such officers, managers and agents as the business of the corporation may require;
5. To make by-laws, not inconsistent with the laws of the state or of the United States, for the management of its property and the regulation of its affairs;
6. To contract and be contracted with;
7. To take and hold by lease, gift, purchase, grant, devise or bequest any property, real or personal, for the objects of the corporation; borrow money for the purposes of the corporation and issue bonds therefor, and to secure the same by mortgage;
8. To exercise any corporate powers necessary to the exercise of the powers above enumerated and given.

FIFTH. The private property of members of the corporation is to be exempt from the corporation's debts and they shall not be liable for such debts.

SIXTH. The location of the principal office of this Corporation is at No. 90 Nassau Street, in the Borough of Princeton, in the County of Mercer, and the name of the agent therein and in charge thereof, upon whom process against the Corporation may be served is JOHN WATSON.

SEVENTH. The number of trustees of this Corporation is THREE.

EIGHTH. The names and places of residence of the trustees, selected for the first year of the existence of this Corporation are:

FREDERICK L. ATKINS, Rutherford, N. J.  
LESTER LOVETT, Little Silver, N. J.  
SAMUEL E. BLAIR, Nutley, N. J.

In witness whereof we have hereunto set our hands and seals this Eighteenth day of January, in the year of our Lord one thousand nine hundred and twenty-one.

FREDERICK L. ATKINS [L. S.]  
JOHN R. HARTUNG [L. S.]  
LESTER C. LOVETT [L. S.]  
RUDOLPH ROEHRIS [L. S.]  
FRED. D. OSMAN [L. S.]

## REPORT OF THE VIGILANCE COMMITTEE

*By Paul C. Lindley, Chairman*

My text today is from "Paul"; not Paul of Rome but "Paul" of Pomona. It consists of two words: "Trustworthy Trees," and it was given to me by this Association. You, you and you—each member of this Association—is responsible for the text.

Speaking for the Vigilance Committee, permit me to say that it is our earnest desire that you forget for the time being the fact that this text represents a trade-mark, and remember that it is a motto, a guide in our relations with our customers.

The work of the Vigilance Committee is constructive and not destructive. I once asked a saw-mill friend of mine what timber was most useful in construction work. He promptly replied: "Two-by-fours." With your permission, may I say that about ninety per cent of the membership of this Association, including your chairman, are what I shall call "two-by-four" nurserymen. While "two-by-fours" are most useful in constructive work, it is necessary that they have support; let us assume that about ten per cent of our members are "twelve-by-twelve" nurserymen. These constitute the leaders, the financially strong nurserymen. "Two-by-fours" if left standing alone will warp; it is necessary to nail them together even for scaffolding. But, they can be made into "twelve-by-twelves," and then they become even stronger than the original big timber.

The "two-by-fours" alone or the "twelve-by-twelves" alone are useless, but a combination of the two—the big nurserymen and the little nurserymen—with a functioning Vigilance Committee for a foundation, will make a powerful combination; an association working in harmony—a solid and permanent home. And, when Peter comes along and says: "What have ye done to reach this place?" we can truthfully and proudly say: "Your Honor, we've sold TRUSTWORTHY TREES."

Does not this old saying, "While Nero fiddled, Rome burned," express present conditions of our association affairs? Only at the present time many "Neros" are fiddling, and seem unwilling to forget small things long enough to start the big things moving. You remember Lot's wife looked back and was destroyed. Looking back is destruction, the beginning of the end.

Some of us pride ourselves in being what our forefathers called "sot in our ways," and scorn anything new just because it is new. If it had not been for someone's new ideas and their faith to carry them out, the world would still be in the dark ages. In giving you this report, I have no other interest than to tell you the TRUTH.

I want you to think of it as a report relating to our Association, your business, your bread and meat, your future. No one can serve the association in a vigilance way without some criticism and abuse and monetary losses to himself. Some have called me a saint, others a hypocrite. In all my work I have endeavored to secure FACTS. I am not reporting on what I have heard, but what I have SEEN, and what I KNOW. "They said," "he said," "she said," "I heard," mean nothing insofar as this report is concerned.

This report is divided into three parts: Catalogues, the Press, and Seedlings. The Executive Committee will repeat the findings of this Committee in their report. These headings represent what your committee feels have been troublesome elements in the nurserymen's relationships with his customers during the immediate past.

### CATALOGUES.

In many instances a collection of cuts, which are absolutely foreign to the nursery business, are used; a picture of a baby carriage would be just as appropriate. After carefully looking over one mailed out by one of our leading members, it recalled to my mind the old saying of Barnum, "The American public likes to be humbugged."

Many still use the tomato can type of cover and highly lithographed colored plates that could be called either a peach or a plum. If you look carefully, you will find in one Eve reclining on the bough of an apple tree, in others pictures of the mayor of our city, our political aspirations,—affidavits of our trustworthiness.

One of my correspondents covers the entire subject in the following paragraph, which I quote from his letter.

"Don't you think it about time that the nursery firms which think their goods should be highly painted, change their methods, so that public confidence in the nursery business may be increased and not impaired further?"

The following is copied from a catalogue of a nurseryman who is doing considerable business, though not a member of our Association. This man features "MODERN METHODS."

"We have to start the young tree in its natural soil—in the kind of soil in which nature started it when she called it into



being—created it. Our nursery farms extend right through the heart of this natural nursery region. Side by side we have the stiff soil in which the young peach tree must start to be free from borers and other enemies; and well-drained loam on which the young apple tree is freest from knot and gall; the gravelly hill for the young cherry tree; in the pockets between the hills the deep, peaty loam for the pear; and in others the alluvial soil—mixture of sand and humus—for the hedge plant, reproducing identically its habitat on the Amoor River in Siberia. We have at command an almost unlimited quantity of fresh land which enables us to grow all trees and plants on clean, uncontaminated soil. Our open winters enable us to ship stock dug right fresh from the ground instead of the stale, cellared stock often sold. The result is that trees and plants grown here are acclimated—that is, at home over the whole country, north, south, east and west—and are surer to live and succeed than if they did not have this advantage. All that we ask is that you compare our trees with the common run. The huge, gawky size of common trees is a mere matter of heavy manuring, and when not backed up by root growth is a positive disadvantage. But note the wealth of roots of our trees and the perfect balance between root and tree, and the general business-like look of the whole combination. We destroy all over-size trees as carefully as all under-sized ones.

"Our method of doing business, of cutting out and denouncing the tree agent, who, as a rule, not only gets 50 to 65% commission, but whose slick tongue often foists upon the public all sorts of worthless varieties of trees and plants, has made us many enemies. For strange to say, most of the nursery stock of the country is still sold in that old before-the-flood way. The results of our attitude in this respect is that many of those old-method nurserymen, their agents and henchmen, attack us in all sorts of ways—openly, secretly, in the papers and out of them. They have been at it for thirty years, but we have thriven by it, for the people to whom our method of selling direct has saved hundreds and thousands of dollars, see through these attacks and stand by us. When we find a new or apparently new variety of fruit, we pay more attention to its merits than to its antecedents. Among the varieties thus propagated are the summer and fall Ambrosia Apple, the Wine, Ambrosia, Four-in-one Peach; the Tip Top and Never-Stop berry; the Queen of Sheba Violet, etc. We are not absolutely sure that all of them are new varieties. We are dead sure that they are good varieties."

My idea in presenting the above (taken from a catalogue of a nurseryman, though not a member of our association) was to get our members who use language and cuts just as misleading, to really adjust themselves to real MODERN METHODS.

#### THE PRESS

Both of our nursery trade papers and several of the leading farm journals were asked to fumigate their columns of one nurseryman's copy, who was advertising plants intentionally mixed. The press in all sections of the country has been very kind to the nursery interests during the past year. Several of our leading farm papers have taken a definite interest in assisting their subscribers in adjusting claims and in recovering from unscrupulous concerns. One middle-western farm paper has a specifically-organized service for this purpose. One of the oldest and strongest farm papers of the east publishes an editor's column each week in which cases of grievances are made public. Since this Association began its vigilance work this editor submits his complaints to your Vigilance Committee instead of publishing them first, or as I note in a recent issue, publishes them in some other section of the paper. I quote the following from last week's issue.

#### Koster's Blue Spruce.

"Recently I ordered a Koster's blue spruce from a supposedly reliable nursery. The tree came, and looks like a plain, ordinary Norway Spruce; no trace of blue in its foliage. Upon my complaining to the company about this, they advised me that the tree was a genuine Koster's and after being acclimated to my soil would undoubtedly become as blue as any. Personally I doubt this, as I have another tree, a genuine Koster's of blue color, and this tree did not change in any color after growing for three years. Have any of our readers had any experience with this tree? Can I expect it to turn blue? Tree is about 2 feet high. C. B. M., Springs, Pa."

The editor in his reply was unusually "tame" in answering this complaint, but the last paragraph is as follows:

"I think there is no question that you are justified in strongly insisting that this green tree be replaced with a genuine Koster's blue."

In our daily correspondence relating to complaints, the follow-

ing letter shows why our customers are compelled to go to the farm papers and entomologists for adjustment.

"We are sorry to say that we have no record of an order from you, and we are sure that you are mistaken in your claim that you bought these trees from us. You must remember that there are eight separate and distinct nurseries at this place, and you must have confused us with some other one of these nurseries."

It would be entirely possible for me to read to you many complaints of a similar nature. Your committee has handled a number of complaints without the usual publicity. A meeting for a round table discussion during this convention of the leading mail order nurseries, to try and raise the standards of their business, and discontinue the use of misleading statements, exaggerated cuts and distorted copy, would be appreciated by the farm papers and a benefit to the nursery interests as a whole.

A recent Abe Martin cartoon sent out by the National Newspaper Service, copyrighted, reads as follows:

"Ole friends that used t' call around an' spend th' evenin' on th' verandy now call up and say, 'We passed your house yister-day'. Th' saxis Abyssiniensis, or Abyssinian Willow, that Lafe Bud bought of a nursery agent last fall, is now one o' th' most promising slippery elm trees in th' neighborhood."

#### SEEDLINGS

Around 1800 there was an interesting and eccentric character, "Johnny Appleseed," who sowed apple seed over the wild and wooley West; he considered pruning and grafting wicked. Now, jumping a hundred years, we have one "Curculio Lindley," chairman of a Vigilance Committee, who considers seedlings of all kinds listed by nurserymen in 5-6 ft. and 11-16 in. and up grade, a wicked practice. Many years ago Russian Mennonites brought apricots to Kansas and Nebraska. A few of these seedlings named and budded are a valuable addition for Northern latitudes, but the O. R. variety, commonly listed and sold, will give many types. Russian and Multi caullos mulberry are widely sold by enterprising agents as fruit bearing trees, but their use should be restricted to windbreaks in the Northwest, and the latter for propagating purposes in other sections. Angers Quince, a seedling stock used for budding, also for dwarfing apple, and for budding broadleaved ornamentals in the South.

*Prunus americana*, Common wild plum of the North, a seedling listed by some concerns, not in their ornamental department, but with other budded and grafted varieties.

As a retail nurseryman, you would not dare catalogue any of the above named seedlings, any more than you would peach or apple seedlings, so why should they appear in a wholesale list?

Cut back seedlings, especially pecan and peach, are in quite heavy demand, especially in some sections of the South. It is no trouble to point out the purpose for which they are wanted. When they are not cut-back, then what? They get into the hands of irresponsible dealers and wild-cat nurserymen, who simply sell and deliver the trees for what they are not. Selling seedlings is not a credit to the nursery industry.

Honestly, I can't see any difference between the dealer who delivers seedling trees and the nurserymen who grow them and sell them knowing what is going to be done with them. The grower may "wash his hands" and say they are sold under their true label, but he can't wash his conscience. The high price of fruit trees for the past few years will cause some nurserymen to bud the cheap seedlings and sell as budded stock. The retailer is condemned, and I think I voice the opinion of the members of our association generally in condemning the reliable nurserymen who sell them.

"Full many a seedling peach tree grows,

To leaves and limbs and lots of wood,

Its only crop is leaves and lots of scales,

'Twould be an Elberta, if it only could."

Last year our Market Development Committee made an impressive showing by hanging copy of their work half way around this room, trying to show you rather than tell you the thousands of customers they had reached by this method. As the Vigilance Committee backs up the work of our advertising committee, I thought that I could best show you rather than tell you of the past year's work. I wish I could report in just two words, "All's well," but my correspondence comprises forty-six separate files, many files containing several complaints against one firm.

The Vigilance Committee work is constructive criticism and constructive work; you are cussed if you do, and kicked if you don't. Only by a full, free and frank report, calling names of different papers, organizations and firms, could I get you to grasp the importance of this work. As I do not deem it wise to do that, I will briefly outline (without stenographer's notes, please) some matters that have been called to our attention.

I have attempted to give you within a brief space of time an



accurate and fair picture of the types of complaints which have come to the attention of the Vigilance Committee during the past year. The net result is, perhaps, no worse than would be true of other forms of business in which the customer is seldom seen face to face. But, it is far worse than it ought to be for the best interests and the future of the nursery business. We ought not to follow but lead in the application of Christian ethics to our business relationships. "TRUSTWORTHY TREES" should become one of the beacon lights of the modern creed of the business world.

Your committee has tried to catch and interpret the spirit of modern trends in business. Everywhere there are signs that cooperation is destined to be a dominant factor in the business of the future. A business such as ours which strikes close to the roots of the American home, which is definitely related to the art of the countryside and the beauty in nature, and which contributes to the food supply of the nation, cannot be a truly great business until it is founded upon the ethical principles of fair dealing and cooperative effort. We must go forward united under the banner which represents our collective characters: "TRUSTWORTHY TREES."

"For when the One GREAT SCORER comes  
To write against your name,  
He writes not what you won or lost,  
But how you played the game."

### MEMBERSHIP FEES

A new schedule of membership fees for the A. A. of N. has been adopted as follows:

Membership Fee \$10.00. Plus additional dues based on the annual gross volume of business without deductions of any character.

\$10,000 to \$25,000	\$10.00
25,000 to 50,000	20.00
50,000 to 75,000	30.00
75,000 to 100,000	40.00
100,000 to 150,000	60.00
150,000 to 200,000	85.00
200,000 to 250,000	110.00
250,000 to 300,000	135.00
300,000 and up	150.00

The Weller Nursery Co., Holland, Mich, writes: We are pleased to say we have had a splendid spring trade. The demand for perennials was so large that at the end of April we did not have a single plant left to sell, and we had to refuse many large orders. And prospects for the coming fall and spring are indicative of a much bigger shortage, owing to a heavy loss of seedlings thru continual freezing and thawing during the early spring. We have had a splendid planting season with plenty of rain and many cloudy days, but our stock of seedlings was cut to about half and according to reports from other perennial growers conditions are about the same all over. The stock we have however been able to plant out is doing fine and unless something unusual happens we will have a splendid growth.

### THE SOUTHWESTERN ASSOCIATION OF NURSERYMEN

The Southwestern Association of Nurserymen will meet in Annual Convention at Dallas, Texas on Tuesday and Wednesday, September 27th and 28th. This Association covers the States of Texas, Louisiana, Arkansas, Oklahoma and New Mexico and numbers in its membership some of the largest nurseries in the country.

### REPORT OF THE COMMITTEE ON RELATIONS WITH LANDSCAPE ARCHITECTS

At the Convention held in Chicago, last June, I presented a report of a joint agreement prepared by a committee of the American Association of Landscape Architects and your committee. This report was approved and accepted by the convention assembled and was printed in full in the annual report of the association recently sent to our members.

But the report was never adopted by the Society of American Landscape Architects.

No joint meeting of the committees was held this year, but I was invited to attend a meeting of the Landscape Architects Committee held in New York, Tuesday, May 31st, which I attended.

At that meeting I was advised that the American Association of Landscape Architects had adopted the report as presented by your committee at our last convention,—with some slight changes.

These changes are as follows:

The American Society of Landscape Architects, while recognizing the propriety of the Nurserymen's claim for prompt payment, finds that the time inevitably required for landscape architects to secure the returns to their offices of a record of the receipt and inspection of stock shipped to each client from various nurserymen, and to approve bills for the same and forward them for payment by their clients, is not infrequently such that it is impracticable to secure payment of the nurserymen by their clients within the thirty days of the receipt of the stock; therefore the Society gives notice that without some amendment it must withdraw its approval of Clause C of the draft statement of "Obligations which are normally implied by the placing and acceptance of an order for nursery stock."

The American Society of Landscape Architects reaffirms its approval of Clauses A and B of that statement, and would approve the addition thereto of the following note in place of Clause C.

NOTE: In case of stock ordered from a nurseryman by a landscape architect as agent for a client, it is the duty of the landscape architect to use due diligence in securing prompt payment of the bills by the client and, unless negotiations are pending with the nurseryman in regard to counterclaims, to make sure that the client is duly notified of the nurseryman's proper claim for payment within a maximum of sixty days after the receipt of both stock and bill for same.

(For the information of members, Clause C referred to above as approved by the Society in January, 1920, is as follows:

C. Payments: In the absence of special agreements to some other effect payments for nursery stock are expected to be made within 30 days after delivery both of consignment and bill for same.)

The following changes be made in paragraph 2 of the "Memorandum in regard to payment of bills for nursery stock ordered by Landscape Architects on account of clients."

1st Sentence; between "practice" and "of issuing" insert "(Unless negotiations are pending with the nurseryman in regard to a counterclaim)" and instead of "within 30 days" insert "as soon as practicable and in any case within 60 days."

3rd Sentence, after the word "notice" insert "and after informing the landscape architect of his intention and giving opportunity for reply in case there is special grounds for objection."

4th Sentence, insert after "direct" as follows: "after notifying the landscape architect of his intention and giving reasonable time for reply."

So that the paragraph will read as follows:  
"The Landscape architects ordering plants from nurserymen for clients are recommended by the American Society of Landscape Architects to follow the practice (unless negotiations are pending with the nurseryman in regard to a counterclaim) of issuing as soon as practicable and in any case within 60 days after the receipt of both bill and goods from the nurseryman, a certificate of payment due, as in the case of certificates of payments due contractors, sending copies both to the client and to the nurseryman. In any case, the landscape architect should notify the nurseryman promptly by some means, as soon as he has verified the bill and recommended the client to make payment. In the opinion of the American Society of Landscape Architects, there is no reason why the nurseryman, after the receipt of such notice and after informing the Landscape Architect of his intention and giving opportunity for reply in case there is special grounds for objection, should not address himself directly to the client



with regard to payment of the account. Furthermore, if the landscape architect should delay sending such notice to the nurseryman for more than sixty days after the receipt of both bill and stock from the nurseryman (unless in the interval he shall have requested the nurseryman to agree to an adjustment of the bill on account of error in bill or defect in the shipment) the American Society of Landscape Architects recognizes that the nurseryman may properly notify the client direct, after notifying the Landscape Architect of his intention and giving reasonable time for reply, that the bill has been sent the landscape architect for verification and that payment is overdue."

I move you therefore, that we adopt these changes as a whole.  
THOMAS B. MEEHAN, Chairman.

## REPORT OF TRAFFIC MANAGER

### *Traffic Department from July 1st, 1920 to June 30th, 1921*

Loss and damage, and overcharge claims collected for the membership as follows:

Total amount of claims collected, \$12,330.76. Of this amount 75%, \$9,248.07 has been returned to the membership and 25%, \$2,976.55 has been retained as earnings of this Department.

Total collections made \$1,764.55 which has been returned to the membership, less \$227.58 which has been retained as earnings on collections.

Itemized expense of the Traffic Department for the year as follows:

\$3000.00	Traffic Managers' salary.
870.00	Stenographers' salary.
180.00	Office Rent.
219.44	Supplies, mimeograph letters, extra help.
130.76	Postage, phone and telegrams.
57.43	R. R. fare and hotel for trip to K. C. & St. Louis
44.66	Canadian Exchange
44.05	Refund on claims.
24.00	Traffic Publication.
16.00	Briefs in express case.
10.15	Ins. Premium.

\$4596.49 Total Expense.

\$3213.73 Total earnings.

\$1382.76 Net Expense.

At this writing we have nearly \$15,000.00 in claims still pending with the carriers. Of this amount between \$8,000.00 and \$9,000.00 have been placed with Attorneys to test the strike clause in bill of lading. Within the last ten days nearly \$1600.00 worth of claims have been O. K'd for voucher and should reach us by the first of the month and if so will be added to this year's report.

CHARLES SIZEMORE.

## LIST OF THOSE WHO REGISTERED AT THE CONVENTION

Robert N. Adair—Adair Brothers, Wathena, Kansas.  
W. F. Allen—Allen Company, The W. F., Salisbury, Md.  
Ralph T. Olcott—American Fruits Pub. Co., 39 State St., Rochester, N. Y.  
A. W. Augustine—Augustine & Co., Normal, Ill.  
J. B. Baker—Baker Brothers Co., Forth Worth, Texas.  
John Barnes—Barnes Bros. Nursery Co., The, Yalesville, Conn.  
Barnes Nurseries, J. J. Barnes, College Hill Station, Cincinnati, O.  
Baumhoefener Nursery, A. J. Baumhoefener, Cedar Rapids, Iowa.  
W. H. Wyman, Donald S. Wyman—Bay State Nurseries, North Abington, Mass.  
Alva W. Brown, Walter V. Moffitt—Beloit Nursery Co., Beloit, Wis.  
George E. Schaiser—Benton Harbor Nursery Co., Benton Harbor, Mich.  
Benton Review Shop, Fowler, Ind.  
John Radder—Blauw & Co., J., Boskoop, Holland.  
W. F. Bohlender—Bohlender & Sons, Peter, Tippecanoe City, O.  
Miles W. Bryant, Geo. A. Bryant—Bryant & Sons, Arthur, Princeton, Ill.  
F. B. Garrett—Burns City Nurseries, Burns City, Ind.  
C. R. Burr, G. B. Harris, James Mackensie—Burr & Co., C. R., Manchester, Conn.  
Paul J. Shumaker—Call's Nurseries, Perry, O.  
C. W. Carman—Carman Nursery Co., Lawrence, Kan.  
O. E. Carr—Carr's Sons, M. L., Yellow Springs, O.

Cedar Rapids Nursery Co., Cedar Rapids, Iowa.  
W. H. Gibbs—Central Illinois Nursery, 200 N. Linden St., Normal, Ill.  
A. N. Champion—Champion & Son, H. J., Perry, O.  
W. Pitkin, T. H. Cobb—Chase Brothers Co., Rochester, N. Y.  
Benjamin Chase—Chase Co., The Benjamin, Derry Village, N. H.  
H. B. Chase, R. C. Chase—Chase Nursery Co., Chase, Ala.  
M. R. Cashman—Clinton Falls Nursery Co., Owatonna, Minn.  
Clyde Nurseries, A. R. Pickett, Clyde, O.  
F. C. Edwards—Coe, Converse & Edwards Co., Fort Atkinson, Wis.  
Cole, W. B., Painesville, O.  
W. E. Collins—Collins Co., W. E., Fenville, Mich.  
Robert Pyle—Conard & Jones Co., West Grove, Pa.  
Russel W. Owen—Corn Belt N. & F. Co., Bloomington, Ill.  
Miss E. B. Drake—Cumberland Nurseries, Winchester, Tenn.  
Frank M. Custer—Custer Brothers, Normal, Ill.  
R. C. Stoehr—Dayton Fruit Tree Label Co., Dayton, O.  
James Morton—DE La Mare Co., Inc., A. T., 438-448 W. 37 St., New York.  
J. Dykhuis—Felix & Dykhuis, Care Maltus & Ware, 116 Broad St., New York.  
J. J. Kains—Dreer, Inc., Henry A., Philadelphia, Pa.  
Drummond, W. A., Rosemond, Ill.  
J. F. Foote—Durant Nursery Co., Durant, Okla.  
E. Runyan—Elizabeth Nursery Co., Elizabeth, N. J.  
W. W. McCartney—Elm City Nursery Co., New Haven, Conn.  
Chas. Ernst—Ernst Nurseries, Eatoj, O.  
John J. Pinney—Evergreen Nursery Co., Sturgeon Bay, Wis.  
Earl T. Ferris—Ferris Nursery, Earl, Hampton, Iowa.  
J. H. Foster—Foster's Nursery Co., J. H., Fredonia, N. Y.  
Dick Wyman—Framingham Nurseries, Framingham, Mass.  
Gould Kelly—Gould Growers Corp., Newark, N. Y.  
F. T. Brinke—Graham Nursery Co., Rochester, N. Y.  
L. Graves—Graves & Son, L., Farina, Ill.  
Benj. F. Greening, Edward G. Greening—Greening Nursery Co., Monroe, Mich.  
T. E. Griesa—Griesa Nurseries, Lawrence, Kansas.  
W. D. Griffing—Griffing Nurseries, M., 420 Duval Bldg., Jacksonville, Fla.  
C. Grootendorst, H. Van der Kallen—Grootendorst & Sons, F. J., 544 W. 63 St., Chicago, Ill.  
A. M. Hallman, Geo. Friday, W. S. Hallman—Hallman Co., W. S., Coloma, Mich.  
W. A. Harrison, E. H. Smith, E. E. Masson—Harrison Nursery Co., York, Neb.  
Orlando Harrison—Harrison's Nurseries, Berlin, Md.  
Henry Hicks—Hicks & Son, Isaac, Westbury, N. Y.  
A. H. Hill, N. E. Averill—Hill Nursery Co., Inc., The D., Dundee, Ill.  
Walter W. Hillenmeyer & Sons, H. F., Lexington, Ky.  
Harry W. Hobbs—Hobbs & Sons, C. M., Bridgeport, Ind.  
W. J. Cowperthwaite—Holm & Olson, Inc., Saint Paul, Minn.  
Geo. W. Holsinger—Holsinger Brothers, Rosedale, Kansas.  
Wilmer Hoopes—Hoopes, Bro. & Thomas Co., West Chester, Pa.  
J. W. Griesemen—Hopedale Nurseries, Hopedale, Ill.  
O. Joe Howard—Howard-Hickory Co., Hickory, N. C.  
W. L. Hart—Hubbard Co., T. S., Fredonia, N. Y.  
W. H. Bell, R. F. Niel, John Fraser, Jr.—Huntsville Wholesale Nurseries, Huntsville, Ala.  
Chas. F. Ilgenfritz' Sons Co., I. E., Monroe, Mich.  
P. V. Fortmiller, C. G. Perkins, G. C. Perkins, C. H. Perkins, 2nd—Jackson & Perkins Co., Newark, N. Y.  
E. M. Jenkins—Jenkins & Son, J., Winona, O.  
R. D. Underwood—Jewell Nursery Co., Lake City, Minn.  
Harry Kadlec—Kadlec Nursery, Frank, Evanston, Ill.  
Kansas City Nurseries, George H. Johnston, Kansas City, Mo.  
James Kelly, W. F. Kelly—Kelly Bros., Wholesale Nurseries, Dansville, N. Y.  
G. L. Welch—Kelsey Nurseries, St. Joseph, Mo.  
Kelsey, Harlan P., Salem, Mass.  
A. R. Knight—Knight & Sons, David, Sawyer, Mich.  
H. D. Simpson—Knox Nursery & Orchard Co., Vincennes, Ind.  
F. F. Rockwell—Koster & Co., Bridgeton, N. J.  
Kenneth Krider—Krider Nurseries, The, Goshen, Ind.  
Geo. Winter—La Salle County Nursery, La Salle, Ill.  
F. J. Littleford—Littleford Nurseries, Downers Grove, Ill.  
G. M. Buttery—Louisville Nurseries, St. Mathews, Ky.  
Lovett, Lester C., Milford, Dela.  
Maloy, Charles J., 209 Linden St., Rochester, N. Y.  
W. J. Maloney—Maloney Bros. & Wells Co., Dansville, N. Y.  
John Wallace—Onarga Nursery Co., Onarga, Ill.  
J. C. Murphy—Pennsylvania Nursery Co., Girard, Pa.  
Peters, Charles M., R. F. D., No. 3, Salisbury, Md.  
Pilkington, J. B., Portland, Ore.



For December or February shipment from France we offer

## FRENCH FRUIT and ROSE STOCKS

in a full assortment of sizes.

Pears, Apples, Mahaleb, Mazzard, Myrobolan, Quince, Manetti, Multiflora, Canina, Polyantha, etc. Grown and exported by

**VINCENT LEBRETON'S NURSERIES, ANGERS, FRANCE**

whom we have represented as sole U. S. Agents for 19 years—which insures best grading, packing, and shipping service. Well ripened stocks—Prices ready now.

### RAFFIA

RED STAR, A. A. WEST COAST and XX SUPERIOR BRANDS, also colored. Bale lots or less shipped from stock.

### LILY BULBS

All hardy varieties in ease lots. MAGNIFICUM, ALBUM, RUBRUM, MELPOMENE, AURATUM, etc. All sizes. Fall shipment.

### DUTCH BULBS

Full list of varieties for Fall shipment. TULIPS, HYACINTHS, NARCISSUS, CROCUS. Highest quality only.

### BAMBOO STAKES

NATURAL in 6 ft., 6-9 ft., sizes. Japanese and domestic, DYED GREEN in 7 sizes. Bale lots only. Shipped from stock in N. Y.

ROSE MULTIFLORA JAPONICA Seeds or Seedlings. Fall shipment. Write for prices specifically stating your requirements.

**McHUTCHISON & CO.**

95 Chambers St. - New York.

## Princeton Products are Ornamental



Trees, Shrubs and Evergreens  
of high grade  
for the wholesale trade

**Princeton Nurseries**

Princeton in New Jersey

July, 1921.

## Are You Troubled

with lost or "astray" shipments of nursery stock, to say nothing of other difficulties experienced through the use of "cheap" tags?

Get rid of your shipping troubles, just "put it up to Denney" to make 'em right.

*"Denney Tags get there with the goods"*

Tags for every need of the nurseryman and a reputation for giving you "what you want when you want it." Write us about it TO-DAY.

*Rawhide Shipping Tags and Tree Labels.*

**The Denney Tag Co.**

West Chester, Pennsylvania



## TREASURER'S REPORT

A summary of the treasurer's report, Mr. J. W. Hill, Des Moines, Iowa, is as follows:—

Total Receipts .....	\$43,994.94
Disbursements .....	33,606.95
Cash on hand .....	10,387.99

## EXHIBITS AT THE CONVENTION

While there was a room set aside for exhibits with the exception of the displays of the catalogue men there was not much in evidence. It was nothing to the credit of the enterprise of the nurserymen in the vicinity of Chicago. It seems a great pity this feature is not better developed.

Henry A. Dreer, Riverton, N. J., showed a bloom of a new hybrid *Hydrangea japonica*, showing a remarkable advance in the improvement of the Otaksa varieties of this plant. It was an elongated spray of delightful pink color with the bracts or petals very numerous forming double flowers.

The name of the variety is Domotor.

Other exhibitors were:

- A. T. De La Mare  
438 West 37th Street, New York  
Books and Catalogues.
- A. B. Morse Company  
St. Joseph, Mich.  
Catalogues.
- Benton Review Shop  
Benton, Mich.  
Catalogues.
- Rochester Lithographing Co.  
Rochester, N. Y.  
Plate Books.
- B. F. Conigisky  
446 N. Jefferson Avenue, Peoria, Ill.  
Photographs of Landscape Subjects and Plants.
- George B. Carpenter & Co.  
440 North Wells Street, Chicago  
Ropes and Twines.
- J. Alvin Johnson  
1805 Milwaukee Avenue, Chicago  
Grass Seed.
- M. Greenbaum  
2489 Second Avenue, New York  
Plant Tubs.

## THE POUGHKEEPSIE NURSERY COMPANY MOVES INTO NEW QUARTERS

In order to keep ahead of the constantly growing demand for their nursery products and landscape service, the Poughkeepsie Nursery Company, incorporated about a year ago, has purchased an ideal tract of land on the state road leading from New York to Albany. The land is situated about two miles south of Poughkeepsie. The new headquarters will be opened on August 1st. The old plant in Poughkeepsie will be entirely discontinued before the end of the year. The business is under the management of Messrs. Wm. J. Godding and P. J. Van Melle.

- R. W. Essig, B. J. Manahan—Pontiac Nursery Co., Cor. Parsons and Woodward St., Chalmers Bldg., Detroit, Mich.
- Mierisch Nursery Co., Glenview, Ill.
- Moss, Milton, Huntsville, Ala.
- W. S. Griesa—Mount Hope Nurseries, Lawrence, Kansas.
- Adolf Muller, Norristown, Pa.
- F. W. Von Oven—Naperville Nurseries, Naperville, Ill.
- E. H. Balco—National Nurseries, Lawrence, Kan.
- E. Hemming—National Nurseryman Pub. Co., Inc., Hatboro, Pa.
- Frank Nelson—Nelson & Son, J. A., Paw Paw, Mich.
- S. G. & Alvin E. Nelson—Nelson & Sons Co., Swain, 940 Marquette Bldg., Chicago, Ill.
- C. E. Buckner—Neosho Nurseries Co., Neosho, Mo.
- F. S. Baker—North-Eastern Forestry Co., Cheshire, Conn.
- Marshall's Nurseries, Arlington, Neb.
- William E. McElderry—Princeton Nurseries, Princeton, Ind.
- McFarland Publicity Service, Harrisburg, Pa.
- C. B. Knickman—McHutchison & Co., 95 Chambers St., New York.
- W. G. McKay, L. G. J. Gucker—McKay Nursery Co., Madison, Wis.
- Thomas B. Meehan, Albert F. Meehan—Meehan Co., Thos. B., Dresher, Pa.
- S. Mendelson Meehan—Meehan & Sons, Thomas, Germantown, Phila., Pa.
- Wm. F. Flemmer, Jr.—Princeton Nurseries, Princeton, N. J.
- O. J. Richardson, C. V. A. Krill, B. L. Krill—Prudential Nursery Co., Kalamazoo, Mich.
- W. Reed, M. P. Reed—Reed & Son, W. C., Vincennes, Ind.
- Hort Bowden—Rice Bros., Co., Geneva, N. Y.
- W. N. Scarff—Scarff & Sons, W. N., New Carlisle, O.
- F. E. Schifferli—Schifferli Nurseries, F. E., Fredonia, N. Y.
- Ralph Lake—Shenandoah Nurseries, Shenandoah, Iowa.
- E. M. Sherman—Sherman Nursery Co., Charles City, Iowa.
- John D. Siebenthaler, W. S. Clarence—Siebenthaler Nnrs., The John, Dayton, O.
- Simpson Nursery Co., Monticello, Fla.
- T. R. Sjulín—Sjulín Nursery Co., Hamburg, Iowa.
- J. H. Skinner—Skinner & Co., J. H., Topeka, Kan.
- Thos. F. Welch—Smith Co., W. & T., Geneva, N. Y.
- Smits & Co., Jac, Care R. F. Lang, 82 Broad St., New York.
- Southern Nursery Co., Winchester, Tenn.
- John Spielman—Spielman & Son, J., Adrian, Mich.
- F. H. Stannard, Joseph McCarthy—Stannard & Co., F. H., Ottawa, Kan.
- Paul Stark, Tom Stark, Lawrence Stark, Lloyd Stark, Homer Stark—Stark Bros., N. & O. Co., Louisiana, Mo.
- C. H. Shumaker, John Dayton, Robert George—Storrs & Harrison Co., Painesville, O.
- W. H. Mastin—Stuart & Co., C. W., Newark, N. Y.
- Swan River Nursery, Humphrey R. Avery, Patchogue, N. Y.
- C. C. Yaky—Taylor & Co., H. S., Rochester, N. Y.
- S. W. Cromwell—United States Nursery Co., Roseacres, Miss.
- Paul Lindley—Van Lindley Nursery Co., J., Pomona, N. C.
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- Geo. A. Washburn—Washburn & Sons, A., Bloomington, Ill.
- M. L. Taylor, A. McGill—Washington Nursery Co., Toppenish, Wash.
- C. C. Mayhew, J. R. Mayhew—Waxahachie Nursery Co., Waxahachie, Texas.
- F. A. Weber—Weber & Sons Nur. Co., H. J., Nursery, Mo.
- V. L. Rushfeldt—Wedge Nurseries, Albert Lea, Minn.
- West, T. B., Perry, O.
- A. W. Ackerman—Weston & Co., A. R. Bridgman, Mich.
- H. W. Endres—Westover Nur. Co., Clayton, Mo.
- E. H. Niles—White Elm Nurseries, Oconomowoc, Wis.
- R. E. Whitten—Whitten & Sons, C. E., Bridgman, Mich.
- J. F. Donaldson—Willadean Nurseries, Sparta, Ky.
- A. E. Willis—Willis Nurseries, Ottawa, Kan.
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- E. H. Thornbuck, Evansville, Ind.
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 " Geo. Peabody 2-3½ ft.  
 " Tom Thumb or Ellwangeriana 18-30 in.  
 " Var. Alba or Queen Victoria 2-3½ ft.  
 " Vervaeneana 18-30 in.  
 Juniperus Pfitzeriana 2 ft.  
 " Communis depressa 2 ft.  
 " Communis Murea  
 " Hibernica 18-24 in.  
 " Sabina 12-24 in.  
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" Sinensis Alba.	" Geo. Peabody
" Litteralis	" Siberica
" Com Aurea	" Siberica Compacta
" Hibernica	" Plicata
" Tamaricifolia	" Vervaeneana
Taxus Cuspidata	" Globosa
" Cuspidata Brevifolia	" Hoveyi
" Baccata	" Tom Thumb
" Adpressa	Retinospora Filifera
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## AMERICAN ASSOCIATION OF NURSERYMEN

*Report of Committee on Nomenclature for June 1921*

Your chairman is Secretary of the American Joint Committee on Horticultural Nomenclature and a member of the Subcommittee doing the actual work of preparing the new Official Catalog of Standardized Plant Names; the other members of this Subcommittee are United States Botanist, Dr. Frederick V. Coville and Frederick Law Olmsted. While the chairmen of the Joint Committee, J. Horace McFarland has been in constant consultation with this Subcommittee.

The Subcommittee has finished its labors so far as preparing the initial copy for the forthcoming edition is concerned, and now follows the job of printing and distributing.

This Subcommittee has spent literally months in a most difficult, trying and laborious task, that both scientific and common plant names may become standardized in the American Horticultural world, toward the desirable end of making buying easier.

As the Subcommittee got deeper and deeper into this work they began to realize more fully that they were up against a man's size job in every sense of the word and that only by giving solid time in approximately ten day units, would it be accomplished. Even then it would not have been possible to get ready for the printer this spring had not Dr. Frederick V. Coville and the United States Department of Agriculture fully backed up the Committee's work by providing offices and almost unlimited library and office assistance, and the aid of many experts in the Department.

The result is manuscript for a book of probably 500 pages, which the Subcommittee has placed with the McFarland Company for printing, feeling certain this action would be approved by the American Joint Committee; for in the preparation of this semi-technical work, the Subcommittee found it absolutely necessary to have constant advice and help in the matter of type and make-up from the printer who was to print it. Moreover, it was felt that accuracy, so far as humanly possible should be a controlling factor, and that a press that had successfully printed Bailey's monumental Cyclopedia had preeminently the required organization.

The amounts subscribed by the constituent organizations of the American Joint Committee has sufficed to pay the current expenses of the Committee and there is still a balance of \$377.93 in the treasury of the Committee.

But instead of a pamphlet we have a large book, which will cost from \$4,000 to \$6,000 to publish in numbers which will be at all adequate to insure wide enough distribution to accomplish our prime object, namely, universal adoption.

Therefore, it must be immediately decided whether the organizations comprising the American Joint Committee will subscribe enough to finance the undertaking, or failing, will progressive nurserymen and other horticulturists underwrite the publication? Surely, this burden should not be placed on the Subcommittee who have freely given months of their time to a most exacting and

laborious job, that American Horticulture might profit thereby.

Attached to and made a part of this report are printed proof-sheets which show better than I can tell it, just what the new Official Catalog will be. You will see that it is a strictly alphabetical list of common names and Latin names for practically all trees, shrubs, fruits and perennials in the American trade today, and including many new ones which it is expected will soon be introduced to general cultivation.

Special groups supplied by organizations, societies, individuals specially interested in such groups and best fitted to give authentic name lists, appear in alphabetical order, while certain large groups such as fruits, Iris, Rhododendrons, Azaleas and Peonies which have extremely large lists of named horticultural varieties will appear suitably arranged in an Appendix.

Labor difficulties and high costs of material have combined to delay typesetting; but with these conditions clearing up, and financing arranged for, the work should reach publication before 1922.

It will be not only an absolutely necessary work of reference in every nurseryman's office, but a handbook and guide for every live employee in the field. It is a big beginning toward standardizing horticultural trade practice in America. Even to those who are entirely commercially minded it will be a godsend—for if it is consistently and intelligently used it means that the nurseryman and florist really will know what he is growing, advertising and selling; and still more important his customers and prospective customers will also know; and that means tremendously increased business.

Moreover, standardization of scientific and common names means a body-blow to the unscrupulous nurseryman, making deceit much more difficult, and detection and conviction more certain; and that in turn means more and better business for the honest tradesman.

The American Joint Committee on Horticultural Nomenclature should be a permanent Committee, for many corrections and improvements must be made, and so long as horticulture progresses so long will new plants appear and new names be necessary; while hundreds of plants of necessity still must have suitable common names supplied. Registration of new plants and approved names will become a necessity. If we believe in our business, let us waken to the fact that if we falter in the standardization of our business that Congress and State Legislatures will attempt to do it for us—and disastrously to American Horticulture.

The Subcommittee believes that underwriting this publication is a safe proposition, and that sales that may be reasonably expected should return cost. But if every nurseryman becomes a booster for the Official Catalog of Standardized Plant Names, sales should be such that the American Joint Committee would have a substantial profit to continue the work now so well begun. It's a business proposition and it's up to you.

For the Committee,

HARLAN P. KELSEY, *Chairman.*



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Cherry, Myrobolan, Mariana  
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## and Rose

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Polyantha (multiflora), laxa,  
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Apple, 2 Year, also One Year Cut Backs, leading kinds.

We have no 2 year Cherry to offer but our One Year promise

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Also Fruit Seeds to offer. Send  
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## AMERICAN ASSOCIATION OF NURSERYMEN

*Report of the Committee on Standardization, June 1921*

So far as I am aware, I am the only member of this committee to be appointed. Thru some misunderstanding this committee was overlooked, and only a few weeks before the date fixed for this convention the undersigned was asked by President Stark to make some sort of report. It was with great reluctance that I at last consented to do so, but I felt the matter of Standardization of Nursery Trade Practice was of transcendent importance to this organization, and that a few recommendations made at this time might serve as a basis or starting point for a live committee the coming year.

The standardization of Plant Names has at last reached a satisfactory stage of progress, and this is good so far as it goes, but is only one phase of standardizing our business.

With the ever increasing tendency of Legislative bodies to prescribe business rules of conduct, would it not be the part of wisdom to beat them to it and establish uniform rules and methods for ourselves, at least tending to make legislative action appear more unnecessary?

But we need standardization for greater reasons—to make buying and selling easier and minimize business misunderstandings; to enable us to grow stock of standard sizes and grades; to ensure receiving and delivering stock that will be according to written order, thus protecting both buyer and seller; to print readable and understandable catalogs; and in general as an aid to better and more profitable business.

A Los Angeles jury has recently awarded a local trucker \$4000 damages against a well known California seed house for delivering \$48 worth of celery seed untrue to name, the usual non-warranty clause failing to protect the seedsmen for this large amount in excess of the cost of the seeds.

Is a non-warranty clause advisable and is it possible to devise one that protects? This is one important question for a standardization committee to consider.

The nurserymen of Illinois are making a worthy attempt to standardize cost and accounting methods. We wish them success but to me there are many other phases of standardization that need attention before comparative costs can be intelligently considered; and chief of these is stock grading.

The Chicago Bulb Forcers Association have adopted a uniform order blank or agreement for use in its dealings with Holland bulb growers. They not only stipulate terms of purchase and payment, but attempt to standardize the quality of bulbs to be supplied, as well as methods of shipment and delivery.

A large southern nursery firm recently protested to Secretary Watson the practice of a certain nurseryman in quoting "oversize" on fruit trees, such as

Peaches 2 ft. 10 in.  
3 ft. 6 in.  
4 ft. 1 in.  
4 ft. 8 in.  
Apples 2 ft. 6 in.  
etc.  
Peaches 1 ft. 10 in.  
etc.

"while still another western concern are grading trees, 1 to 2½ ft.; 2 to 3½ ft.; 2 to 4 ft.; 4½ to 6 ft. etc."

They further say, "as you know, there is no nursery scale which justifies grading in such a manner. Such grading confuses the purchaser of nursery stock. We believe that if each and every catalog house would use the same grade in selling it would greatly facilitate matters."

Well why don't we? Probably because we are too much like the devil thought Ben Butler was when he refused him admission to hell and handing him a shovel full of coals told him to go away and have a little hell of his own. Cooperation even in Hell seems to be very desirable.

In a recent number of the magazine called "Business" there is an article entitled "The National Shell Game—Let us standardize on a few honest Containers." A typical statement reads, "There are as many varieties of cabbage crates as there are varieties of cabbage." The horticulturist again gets a black eye and it is little consolation to learn that the merchant gets his black eye too.

Some specific things in Nursery trade and Horticultural Practice that need Standardizing.

1. Standard rules and methods for growing and grading nursery stock, including caliper, balling, height of limbs from ground, etc., etc.
2. Meaning of all trade terms and words describing nursery stock, such as clumps, whip, field grown, B. & B., 1 year, buds, etc., etc.
3. Methods of packing and shipping.
4. Color chart.
5. List of General Terms and abbreviations used in catalogs, shipping, etc.
6. Sales and Collection methods, etc., etc.

Fruit trees, ornamental trees, shrubs, roses, herbaceous perennials, bulbs, greenhouse plants, florist plants, each need carefully to be considered by those specializing in them, and so a committee should represent the leading horticultural lines and certainly different sections of the country. It may or may not be possible to agree on a fruit tree standard for East and West owing to climatic or soil conditions, but if not it will at least be feasible to agree on different standards to be adopted and published in parallel.

Considerable material has been compiled by the writer on this subject and this is available for use by next year's committee.

I recommend that a Committee on Standardization and Abbreviations of not less than 3 or more than 5 be appointed for the coming year and that an amount of not less than \$1000 be made available for the use of such committee for expenses. That such committee be instructed to prepare and print a preliminary report, to be sent in proof form to each member of the American Association of Nurserymen, not later than February 1, 1922 with a request for suggestions.

That thereafter a revised report be prepared and printed to be submitted at the next annual convention for discussion, revision, and adoption.

(Signed) HARLAN P. KELSEY, *Chairman.*



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Mr. Fratelli Sgaravatti, Saonara, Padova, Italie.

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## BOOK REVIEW

### "HOUSE AND GARDEN'S BOOK OF GARDENS"

There is a wonderful amount of information given in the horticultural magazines. Each issue represents a large amount of labor. The illustrations represent a big expenditure. It has often come to the mind of the writer that so much valuable information and costly labor deserves a more permanent, or shall we say accessible form of record. Periodicals are rarely kept for study and reference. This thought evidently inspired the magazine—House and Garden—to issue a book compiled from the material published in their journal. A copy has just come to hand containing over four hundred illustrations of special flower types, plans and suggestions for landscape work, a complete gardener's calendar of the year's activities, planting and spraying tables and a portfolio of beautiful gardens in various sections of the United States and foreign countries.

It is a handsome work and invaluable to all interested in gardening; to the nurseryman the illustrations are a treasure house of suggestions. It is published by House and Garden, 19 West 44th St., New York, priced at five dollars.

It speaks well for the firm of Henry Disston & Sons, Inc., Philadelphia, to publish a pruning book evidently for the purpose of creating an interest in their pruning saws and tools.

The work consists of one hundred five pages, only nine pages being devoted to tools, the balance treating on the subject of pruning in a very thorough manner.

The editor—Roland B. Gilman—drew his information from the best possible sources and has compiled a very creditable work. What makes it specially valuable for the amateur is the accompanying illustrations. It is correctly described as "an illustrated statement of tested methods of pruning and a warning against the mistakes so commonly made."

It is an indication that a firm which gets out such a work evidently for advertising purposes must use every possible means to give the pruner the tools that will do the work.

The catalog of H. Den Ouden & Sons, Boskoop, Holland, has just come to hand. It is printed in English and priced in American money which seems to be a waste of good material considering quarantine 37. It is a very distinctive book and lists a splendid lot of stock. That makes the plantsman read with envy.

An unusual feature is an insert of illustrations of their Topiary Specimens numbered and named so that one may order by picture. This feature is evidently intended for the English market as they are priced in English money and illustrate wonderful work.

## HIGHLAND LIGHT AND OTHER POEMS

It is not often a book of poems comes to a trade paper for review. It perhaps would be better for us all if we gave a little more time to see what the poets have to say and tried to use a little more poetry in our business and every day life.

Where could one find a better description of conditions the nurseryman's craft is trying to overcome.

"God! What a country:

Flat, rusty, desolate fields,

Flecked with puddles of dingy snow,

Houses unpainted, haphazard in a wilderness of man's making,

Breeders of creeping madness;

Towns—cities perhaps—

Made of factories, freight yards, hovels and churches;

And all—fields, people, towns—

Utterly flat and dreary."

Apart from the value that such a word picture may have to the nurseryman in his business, the inspiration obtained by reading *Highland Light* cannot be measured.

Its sincerity and simplicity satisfies the soul.

*Highland Light and Other Poems* by Henry Adams Bellows is the title of the book published by the MacMillan Company, New York; Price \$1.75.

—Editor *National Nurseryman*.

The world has not produced a grander or more picturesque, nor more honorable and trustworthy class of fellows than the veteran nurserymen of America and I think I may say of the world, (for aught I know).

They stand out rather conspicuously for their good works and do not need any one, self appointed or otherwise to atone, apologise or explain for them. The Trade Mark fits them.

The same kind words do not apply to all dealers, agents, peddlers and vendors of nursery stock whose chief capital stock is the good name of the honest producer, but who from mercenary motives misrepresent and deceive the public for a paltry gain or a season's business and move on to new fields before their misdeeds are fully revealed.

Herein is the Trade Mark a sign of honor and quality because a nurseryman is a fixture in the community. It takes years to grow a merchantable crop of trees and the harvest time which soon reveals the fruit of his labors, finds him busily engaged growing more of the good products to supply the ever increasing demand of satisfied customers.

All the important nurseries of the country that I know are the result or outgrowth of generations of patient skill and ability in nursery lines and are not built nor sustained on misrepresentation or fraud.

Is not the Trade Mark a fitting distinction easily within reach of all nurserymen worthy of the calling?

If there be any misguided members within the fold, is not this the issue. The line is clearly drawn, will they not mend their ways or withdraw and the door is open to all brethren and followers who subscribe to fair methods and the motto over the door reads, "Welcome."

EDWARD TEAS.



## FRENCH FRUIT TREE and ROSE STOCKS

for propagation

Fall 1921 Delivery

We sell for: LOUIS LEROY NURSERIES, ANGERS  
and NORBERT LEVAVASSEUR & SONS, USSY

Send for prices to

**August Rolker & Sons,**  
51 BARCLAY STREET, NEW YORK

### Will Contract Peach Trees for Fall 1922

We have several fine blocks of peach seedlings. Will bud in lots of Twenty thousand or more of such varieties as is wanted for reliable nurserymen who are short of seedlings. Write us for prices etc.

**MARBLE CITY NURSERY CO.,**  
Knoxville, Tenn.

### CHARLES DETRICHE & SON

ANGERS, FRANCE

Growers and Exporters of Fruit Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs and Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address  
**JACKSON AND PERKINS COMPANY,**  
(Sole Agents)  
NEWARK - - - NEW YORK

### Native Broad-leaved EVERGREENS

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous Plants of the Blue Ridge Mountains, including: *Kalmias*, *Rhododendrons*, *Leiophyllums*, *Andromedas*, *Tsugas*, *Azaleas*, *Corylus*, *Oxydendron*, *Zanthorhiza*, *Ampelopsis*, *Lonicera*, *Shortia*, *Iris*, *Liliums Stenanthium*.

Approximately 500 species

Collections to Order in Carlots a Specialty  
Correspondence from large planters solicited.  
ASK FOR PRICE LIST

**E. C. ROBBINS, PINEOLA,**  
Avery County North Carolina

### Fruit Trees and Rose Stocks French or Dutch Grown

From

**K. Rosbergen & Son, Nurserymen**  
BOSKOOP, HOLLAND

Apple Seedlings  
Pear "  
Malus "  
Paradise, broad leaved  
" yellow Metzer  
Quince Seedlings  
Mahaleb "  
Myrobolan "  
St. Julian "  
Azalea Pontica

Cherry  
Prunus Damascens  
Rosa Manetti  
" Canina  
" " Cuttings  
" Rubiginosa Sweet Briar  
" Laxa  
" Rugosa  
" " standard for top budding  
Rhododendron Ponticum

Write for particulars and Wholesale prices to our American Representatives.

**CHAS. SCHWAKE & CO., Inc.**  
90 West Broadway, New York, N. Y.

### PURE SPAGNUM MOSS

Direct to consumer at lowest price.  
Thousand acre marsh.

Box 84

Warrens, Wis.

## LABELS FOR NURSERYMEN

**THE BENJAMIN CHASE CO.**  
**DERRY, N. H.**

When writing to Advertisers please mention the National Nurseryman.



## CRAMTON BILL

The attention of all Members is directed to the Cramton Bill, H. R. 247, introduced in the House of Representatives April 11, 1921, and referred to the Committee on Interstate and Foreign Commerce.

The Bill follows:

"Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That it shall be unlawful for any person to ship or deliver for shipment from any State or Territory or the District of Columbia, to any other State or Territory or the District of Columbia, or to receive in any State or Territory or the District of Columbia from any other State or Territory, or the District of Columbia, and having so received, to deliver in original unbroken package, for pay or otherwise, or offer to deliver to any other person, any nursery stock which does not bear on each tree, shrub, or plant, or on the original unbroken package thereof, a label stating the true, accepted, and correct name of the variety of such nursery stock, the name of the person who grew the same, and the place where it was grown. The accepted name of a variety shall be the name accepted by the recognized authority for the class of nursery stock in question, such as, in the case of fruit trees, the American Pomological Society. "Nursery stock," for the purposes of this Act, shall include all field and greenhouse grown plants, such as fruit trees, fruit-tree stock, trees, shrubs, vines, cuttings, grafts, scions, buds, and all other plants or parts of plants for planting or propagation.

SEC. 2. That no person shall so ship or deliver for shipment or so receive and deliver or offer to deliver to another, any nursery stock that it not true to name or that is wrongly or improperly labeled in a manner that will tend to mislead or deceive.

SEC. 3. That any person who shall violate any of the provisions of this Act or who shall forge, counterfeit, alter, deface or destroy any label, certificate, or invoice provided in this Act or in the regulations of the Secretary of Agriculture, made and promulgated under the authority of this Act, shall be deemed guilty of a misdemeanor, and upon conviction shall be punished by a fine not exceeding \$200 or by imprisonment not exceeding six months, or by both such fine and imprisonment, in the discretion of the court. Upon conviction of any person of violation of any of the provisions of this Act the Secretary of Agriculture shall publish the name of such person.

SEC. 4. That it shall be the duty of each district attorney to whom the Secretary of Agriculture shall report any violation of this Act or to whom any director of experiment station or any official of any State or any other person shall present satisfactory evidence of any such violation to cause appropriate proceedings to be commenced and prosecuted in the proper courts of the United States without delay for the enforcement of the penalties herein provided for.

SEC. 5. That the term "Territory" as used in this Act shall include the District of Alaska and the insular possessions of the United States. The word "person" as used in this Act shall be construed to import both the plural and the singular, as the case demands, and shall include corporations, companies, societies, and associations. When construing and enforcing the provisions of this Act, the act, omission, or failure of any officer, agent, or other person acting for or employed by any corporation, company, society, or association, within the scope of his employment or office, shall in every case be also deemed to be the act, omission, or failure of such corporation, company, society, or association, as well as that of the other person."

Nurserymen who buy stock from others realize the difficulties that compliance with such a law would mean if, indeed, compliance would be possible. Nursery stock frequently passes

through two and three hands before it finally reaches the consumer. And sometimes a variety is bought in different quantities from half a dozen other nurserymen. It would entail an endless amount of red-tape to keep a record of the name of the grower of each tree and it would require tracing every tree through the hands of each man handling it back to the grower.

Under this Bill, the nurseryman selling to the consumer would be responsible, while the nurserymen acting as jobbers and reselling the stock and the grower as well would be relieved of all responsibility. The nurseryman shipping to the consumer would also be responsible for the acts of all his employees.

Another objection from a business standpoint would be that the seller would have to advertise to his customers the name and address of the nursery firm supplying any of the stock not grown by the shipper.

This same Bill was introduced last year but failed of passage on account of vigorous opposition. It is again before Congress. I earnestly suggest that members handling fruit trees, fruit-tree seedlings, ornamentals, and greenhouse plants write their Members of Congress their objections to the Bill. With this Association itself undertaking to protect the planter and doing that, such a Bill is untimely and unnecessary. If the members approve of my doing so, I shall be glad to go down to Washington where I have a number of friends in both the Senate and House and explain the unnecessary and unworkable provisions in this bill. Will you let me hear from you with a letter that I can use?

Yours truly,

JOHN WATSON,  
Secretary.

May 12, 1921.  
Princeton, N. J.

## HOLMAN BROS., Leavenworth, Kan.

Gooseberries, Currants, Blackberries,  
Clematis Paniculata, Rhubarb, Asparagus.  
For Fall delivery. Write for prices.

## WANTED

**ROSE GROWER**—Fully experienced with out-door Budded Field grown Roses, permanent position and good opportunity to satisfactory party. State experience and wages wanted. P. O. Box 346, New Brunswick, N. J.

### WANTED—ASSISTANT FOREMAN

Young man with experience in growing a general line of nursery stock, including fruit and ornamental stock for position as Assistant Foreman. Give references and complete information first letter.

**McKAY NURSERY COMPANY, Madison, Wis.**  
Nurseries at Waterloo, Wis.

ESTABLISHED 1893

# THE NATIONAL NURSERYMAN

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.50 per year in advance. FOREIGN SUBSCRIPTIONS \$2.00 per year in advance.

Advertising Rates on Application

**THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated**

Subscribers to "Nurserymen's Fund for Market Development."

Hatboro, Penna.

When writing to Advertisers please mention the National Nurseryman.



**Retinosporus Pisifera, Squarosa Veitchii**

Per 100 and per 1000

**AUDUBON Nursery, H. Verzaal, Prop., P.O. Box 275, Wilmington, N. C.****Berberry Seedlings**

(OUR SPECIALTY)

Ampelopsis Veitchii—seedlings, transplants

Ibota Privet seedlings

Let us quote on your requirements

**C. E. WILSON & CO.**

Manchester

Conn.

**EVERBEARING STRAWBERRY PLANTS**

If you need Everbearing strawberry plants to fill spring orders or if you wish to increase your planting in nurseries, we can supply you with genuine PROGRESSIVE Everbearing plants, guaranteed to be TRUE TO NAME and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties growing in our experimental grounds that are not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out.

**THE GARDNER NURSERY CO., Drawer 103, Osage, Iowa.****50,000 Grape Concord, 1 yr. No. 2 grade****W. B. COLE,  
PAINESVILLE, OHIO****PEACH TREES**

We have about two car loads in surplus. Elberta and Belle about half, balance assorted early to late. They are being grown on land specially suited to peach trees and will surely please. Will run mostly 4 to 6 ft., heavy, well branched.

**The Howard -- Hickory Co.  
Hickory - - N. C.**

Peach Pits are scarce.

**YOUR CATALOGUE**

"Ready Made" Nursery, Seed and Fall Bulb Catalogues, with your name and address on the front cover. Beautifully illustrated with natural colors on cover pages. We keep them in stock for prompt shipment. Ask for sample. They will greatly increase your sales—and they don't cost much.

**CAMPBELL PRINTING COMPANY**

917 Walnut Street,

Des Moines, Iowa.

Fall 1921

Spring 1922

**Strawberry Plants**

EVERBEARING and STANDARD VARIETIES

ST. REGIS EVERBEARING RASPBERRY

ASPARAGUS ROOTS, ONE YEAR No. 1

Palmetto, Barrs Monmouth, Washington, Giant  
Argentueil, Concovers Colossal

LUCRETIA DEWBERRY

Fine stock all tipped plants.

Prompt service and plants that please

Shipped to you or direct to your customers under  
your own tags.**V. R. ALLEN**

Seaford

Delaware

**PRINTING**Catalogues  
Stationery  
Business FormsThe Robinson  
Publishing Co.  
Hatboro, Pa.

Specialists in Nursery Printing

Ask for Prices.

We are the printers of this Magazine

**IBOLIUM PRIVET**

The New

Hardy Hedge

**BOX-BARBERRY**

Now Well Known

Quantity Trade Prices

For Fall 1921.

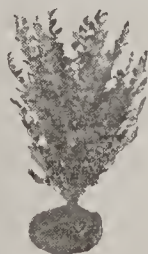
Introducers

**THE ELM CITY NURSERY CO.**

Woodmont Nurseries, Inc.

NEW HAVEN

CONN.

**LA BARS RHODODENDRON NURSERY**

Collectors and Growers.

Collectors from mountains of North Carolina, Va., West Va., and Penna., specializing in native Rhododendron, Kalmia and Azalea. Less carload orders distributed from Stroudsburg. Nursery grown R. Maximum, R. Catawbiense, R. Carolinianum and R. Minus, Kalmia, native Azalea, in various sizes at Stroudsburg.

Write us regarding your fall requirements.

STROUDSBURG, PA. (D. L. &amp; W. R. R.)

When writing to Advertisers please mention the National Nurseryman.



# Bobbink & Atkins

Nurserymen and Florists

Subscribers to "Nurserymen's Fund for Market Development."

RUTHERFORD, NEW JERSEY

Palms and Greenhouse Stock, Roses, Evergreens  
Trees and Perennials. Bay Trees, Boxwood, Rhododendrons,  
Andromedas, Ericas and Azaleas.  
Send us your want list. Inspect our stock.

## PEACH SEED

PROSPECTS are GLOOMY for North Carolina  
PEACH PITS for fall delivery shipment 1921.

**J. Van Lindley Nursery Co.**

Pomona, N. C.

## The Gardeners' Chronicle

(Established 1841)

The BEST and OLDEST horticultural paper in  
England. Price 6½d per week.

Send for free copy and subscription rates to:—

**The Publishers, 41 Wellington St.**

W. C. 2, London, England

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Wishing to do business with Europe should send for the  
**"Horticultural Advertiser"**

This is The British Trade Paper being read weekly by  
all Horticultural traders. It is also taken by over 1000 of  
the best Continental houses. Annual subscriptions to cover  
cost of postage, \$1.00. Money orders payable at Lowd-  
ham, Notts. As the H. A. is a purely trade medium appli-  
cants should, with the subscription, send a copy of their  
catalogue or other evidence that they belong to the nursery  
or seed trades. Address

HORTICULTURAL ADVERTISER, Ltd.  
Lowdham, Notts, England

## HORTICULTURE

A WIDE-AWAKE PAPER FOR

NURSERYMEN, FLORISTS AND GARDENERS

Contains special features not found in any other trade  
journal.

Issued twice a month.

Price, \$1.00 a year.

**Horticulture Publishing Company**

739 Boylston St., Boston.

## SCARFF'S NURSERY

Headquarters for

**Small Fruit Plants**

1200 Acres "At it 25 Years"

We offer for spring 1920 a good assortment of following  
stock and will be pleased to submit prices on your want list.

Strawberries  
Raspberries  
Blackberries  
Dewberries

Iris  
Privet  
Spirea  
Rhubarb

Asparagus  
Horseradish  
Hardwood cuttings  
Volga Poplar

See wholesale list before placing your order.

**W. N. SCARFF & SONS**

NEW CARLISLE

OHIO

A Fine Stock of

**Norway Maple, Silver Maple, European Sycamore**

and other Ornamental Trees in All Sizes

A beautiful lot of CUT LEAF BIRCH 8-10 ft. and 10-12 ft.

Hardy Shrubs of all kinds

Also a limited supply of Fruit Trees and Small Fruit Plants.

**T. B. WEST**

Maple Bend Nursery

Perry, Ohio

**Holland Fruit Tree and Rose Stocks**

from

**C. Van Kleef & Co's Nurseries**  
**Boskoop, Holland**

Growers of a complete line of Holland stock for Can-  
ada. For all information as to stocks, Prices, etc.,  
address

**WELLER NURSERIES CO.**

Sole Agents

HOLLAND

MICHIGAN

## Champion Nurseries, Perry, Ohio

Offer the following stock:

Peach, Pear, Plum and Cherry

Grape vines and small fruit plants

Shade and Ornamental Trees

Shrubs, Vines, Peonies, etc.

**H. J. Champion & Son, Perry, Ohio**

### TREES

Largest assortment in New Eng-  
land. Evergreens, deciduous trees,  
both common and rarer varieties.  
Sturdy, choice stock that can be  
depended upon. Send for catalog  
and special trade prices.

**The Bay State Nurseries**  
North Abington  
Mass.

### SHRUBS

This New England soil and cli-  
mate produce fine sturdy shrubs.  
Special trade prices. By the thous-  
ands, hardy Native and Hybrid Rho-  
dodendrons—transplanted and accli-  
mated. Send your lists let us est.



# FRAMINGHAM QUALITY NURSERY STOCK

for

## YOUR RETAIL TRADE

We grow the grade of evergreens, trees, shrubs and vines that will bring repeat orders from your customers.

Now is the time to prepare for Spring business. Make us a visit. Inspect our stock and reserve what you require for Spring shipment.



# NURSERY BANDS

Manufacturers of

## STEEL BOX STRAPPING

FOR

## NURSERY PURPOSES

**SPECIAL OFFER**—We offer all or any part of an accumulation of long Nursery Bands one inch in width and sixty inches to one hundred and twenty inches in length, at a reduction of twenty dollars a ton. This offer holds good until stock is disposed of.

WRITE US

COVERING YOUR WANTS IN STEEL BANDS

## American Steel Band Co.,

888 Progress Street,

ALLEGHENY, PA.

## Pot-Grown Strawberry Plants

We are prepared to pot over a million plants this summer.

Special Trade price list is now ready.

**J. T. LOVETT, Little Silver, N. J.**

## “Getting Back to Normalcy”

For Fall we will be able to supply our customers with the varied line of Trees, Shrubs, and Herbaceous Plants that they will need.

Fall Price List ready in September.

### Thomas B. Meehan Co.

Wholesale Nurserymen

Dresher, Penna.

## HILL'S EVERGREENS

Since 1855

For Fall 1921 and Spring 1922 delivery we have a large stock of choice and rare varieties of Evergreens for nursery planting. We also have a good supply of Deciduous Trees and Shrub stock for lining out. Careful packing given special attention. Trade List for Nurserymen only is now ready.

### The D. Hill Nursery Co., INC.

Evergreen Specialist---Largest Growers in America

Box 401.

Dundee, Illinois.

## Peonies A SPECIALTY

The cream of 1200 sorts

Some extra new ones

**THE WORLD'S BEST!**

Eighteen Acres

Write for our List

Cannas, Dahlias and Gladioli

### C. BETSCHER, Dover, O., U. S. A.



## FRUIT TREES

### PEACHES—1-year budded

25000 Elberta  
20000 Carman  
10000 Hiley  
5000 Ray  
20000 Belle of Georgia  
5000 J. H. Hale  
5000 Mamie Ross

### CHERRIES—2-year budded

1000 Early Richmond  
1000 Montmorency

### APPLES—2-year

1000 Yellow Transparent  
1000 William's Early Red  
5000 Delicious  
5000 McIntosh

### 20000 Stayman

2000 Paragon  
2000 Rome Beauty  
5000 Gano  
1000 Winesap  
500 R. I. Greening

### KIEFFER PEAR

5000 2-year budded

## FLOWERING SHRUBS

850 Coral Berry  
500 Dogwood, Red-twigged  
1000 Deutzia crenata  
1000 Deutzia, Pride of Rochester

1000 Deutzia, Double White  
400 Mock Orange, Common  
200 Rose of Sharon, Assorted Colors  
200 Sweet-scented Shrub

1000 Spiraea Van Houttei  
300 Spirea, Anthony Waterer  
100 Weigela, amabilis alba  
500 Weigela rosea

## SHADE TREES

5000 Maple, Norway,  
10 to 12 ft., 1½ to 1¾ in.  
8000 Maple, Norway,  
12 to 14 ft., 1¾ to 2 in.  
7500 Maple, Norway,  
14 to 16 ft., 2 to 2½ in.  
9000 Maple, Norway.....2½ to 3 in.  
5000 Maple, Norway.....3 to 3½ in.  
2000 Maple, Norway.....3½ to 4 in.  
400 Maple, Norway.....4 in.  
100 Oak, Pin.....5 to 6 ft.

1000 Oak, Pin.....6 to 7 ft.  
1000 Oak, Pin.....7 to 8 ft.  
500 Oak, Pin.....8 to 10 ft.  
100 Oak, Pin.....10 to 12 ft.  
6000 Plane, Oriental  
8 to 10 ft., 1¼ in.  
7000 Plane, Oriental  
10 to 12 ft., 1½ in.  
8000 Plane, Oriental  
12 to 14 ft., 1¾ in.  
5000 Plane, Oriental  
14 to 16 ft., 2 in.

3500 Plane, Oriental.....2½ in.  
3500 Plane, Oriental.....3 in.  
500 Poplar, Carolina.....6 to 8 ft.  
1500 Poplar, Carolina.....8 to 10 ft.  
1500 Poplar, Carolina.....10 to 12 ft.  
400 Poplar, Lombardy....6 to 8 ft.  
1500 Poplar, Lombardy....8 to 10 ft.  
1500 Poplar, Lombardy...10 to 12 ft.  
1000 Walnut, Black.....5 to 6 ft.  
1000 Walnut, Black.....6 to 7 ft.

## SPECIMEN EVERGREENS

15 Fir, Cephalonian.....10 ft.  
20 Fir, Cephalonian.....9 ft.  
50 Fir, Cephalonian.....8 ft.  
150 Fir, Cephalonian.....6 ft.  
300 Fir, Nordmann's.....6 ft.  
300 Fir, Nordmann's.....5 ft.  
300 Fir, Nordmann's.....4 ft.  
300 Canadian Hemlock.....6 ft.  
400 Canadian Hemlock.....5 ft.  
300 Canadian Hemlock.....4 ft.  
500 Canadian Hemlock.....3 ft.  
100 Juniper, Schott's.....6 ft.  
50 Retinospora,  
Golden Pea-fruited.....8 ft.  
50 Retinospora,  
Golden Pea-fruited.....7½ ft.  
100 Retinospora,  
Golden Pea-fruited.....7 ft.  
100 Retinospora,  
Golden Pea-fruited.....6 ft.  
200 Retinospora,  
Japanese Pea-fruited...6 ft.  
200 Retinospora,  
Japanese Pea-fruited...5½ ft.  
300 Retinospora,  
Japanese Pea-fruited...5 ft.  
300 Retinospora,  
Japanese Pea-fruited...4½ ft.  
50 Retinospora,  
Japanese Graceful.....7 ft.  
50 Retinospora,  
Japanese Graceful.....6 ft.  
300 Retinospora,  
Japanese Plumelike.....6 ft.

400 Retinospora,  
Japanese Plumelike.....5½ ft.  
300 Retinospora,  
Japanese Plumelike.....5 ft.  
300 Retinospora,  
Japanese Plumelike.....4½ ft.  
300 Retinospora, Japanese  
Golden Plumelike.....8 ft.  
300 Retinospora, Japanese  
Golden Plumelike.....7½ ft.  
400 Retinospora, Japanese  
Golden Plumelike.....7 ft.  
300 Retinospora, Japanese  
Golden Plumelike.....6½ ft.  
400 Retinospora Obtusa.....6 ft.  
300 Retinospora Obtusa.....5½ ft.  
300 Retinospora Obtusa.....5 ft.  
300 Retinospora Obtusa.....4½ ft.  
300 Retinospora,  
Veitch's Japanese.....8 ft.  
300 Retinospora,  
Veitch's Japanese.....7½ ft.  
300 Retinospora,  
Veitch's Japanese.....7 ft.  
300 Retinospora,  
Veitch's Japanese.....6½ ft.  
150 Pine, Austrian.....5 ft.  
250 Pine, Austrian.....4 ft.  
300 Pine, Austrian.....3 ft.  
20 Pine, Scotch.....8 ft.  
20 Pine, Scotch.....7 ft.  
50 Pine, White.....4 ft.  
150 Pine, White.....3½ ft.

500 Spruce, Norway.....12 ft.  
600 Spruce, Norway.....10 ft.  
1200 Spruce, Norway.....9 ft.  
2000 Spruce, Norway.....8 ft.  
2000 Spruce, Norway.....7 ft.  
1200 Spruce, Norway.....6 ft.  
75 Spruce, White.....12 ft.  
75 Spruce, White.....10 ft.  
50 Spruce, Oriental.....5 ft.  
50 Spruce, Oriental.....4 ft.  
8 Spruce, Douglas.....8 ft.  
100 Spruce, Douglas.....7 ft.  
100 Spruce, Douglas.....6 ft.  
300 Arborvitae, American...10 ft.  
600 Arborvitae, American...9 ft.  
900 Arborvitae, American...8½ ft.  
1800 Arborvitae, American...8 ft.  
1600 Arborvitae, American...7½ ft.  
1800 Arborvitae, American...7 ft.  
900 Arborvitae, American...6 ft.  
1000 Arborvitae, Chinese....9 ft.  
1000 Arborvitae, Chinese....8 ft.  
1500 Arborvitae, Chinese....7 ft.  
1000 Arborvitae, Chinese....6 ft.  
25 Arborvitae, Fernlike....8 ft.  
25 Arborvitae, Fernlike....7 ft.  
50 Cedar, Blue Virginia....8 ft.  
25 Cedar, Blue Virginia....7 ft.  
10 Cedar, Indian.....15 ft.  
20 Cedar, Indian.....12 ft.  
100 Cedar, Red.....8 ft.  
200 Cedar, Red.....7½ ft.

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland





# THE NATIONAL NURSERYMAN



AUGUST 1921

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
Cuthbert Raspberries  
Spiraea Van Houtte  
Other Ornamentals  
Shrubs

Will be pleased to quote on your list of wants

### I. E. Ilgenfritz' Sons Co.

Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons CO.'s Celebrated  
Graft and Stock Planter and Firmer

## Strawberry Plants Everbearing and Standard

From November 1 to May 1

We can supply you healthy true-to-name, well-rooted plants. Fresh dug every day. Can ship to you or direct to your customers. Let us handle your Strawberry plant business this year. Our plants please our customers. They will please yours. Write for trade prices.

### The W. F. Allen Company

Strawberry Specialists,

Salisbury,

Maryland

## Mount Arbor Nurseries,

—30 Years at Shenandoah—

Large acreage.—Large assortment.

We pride ourselves in having old and experienced help. Our grading and method of handling our stock will suit you.

We have a fine assortment of Fruit Trees, Small Fruits, Shade and Ornamental Trees, Ornamental Shrubs, Vines, Roses, Evergreens, and Forest Tree Seedlings.

AND REMEMBER, we have a fine lot of Fruit Tree Stocks this year—

American Grown Apple and Japan Pear  
French Grown—Apple, Mahaleb, Mazzard  
Myrobolan, Pear, Quince, Rose Stocks  
Manetti and Multiflora

We can offer French Stock for direct shipment  
SHENANDOAH or FRANCE

LET US QUOTE ON YOUR WANTS

## MOUNT ARBOR NURSERIES

E. S. WELCH, Pres.

SHENANDOAH, IOWA.

## A Complete Line to Select from with the Following Items as Leaders

SHRUBS and VINES, a full line

BARBERRY THUNBERGII, CALIFORNIA and  
AMOR RIVER privet

FRUIT and ORNAMENTAL trees, a fine assortment

AMPELOPSIS VEITCHII, 2 yr. heavy

ROSES, H. P. and CLIMBING

RHUBARB and ASPARAGUS

SEEDLINGS, CONNECTICUT GROWN. Barberry  
Thunbergii, Ampelopsis Veitchii, Multiflora  
Japonica Rose, best American stock for budding.  
Wichuriana Rose and Silver Maple

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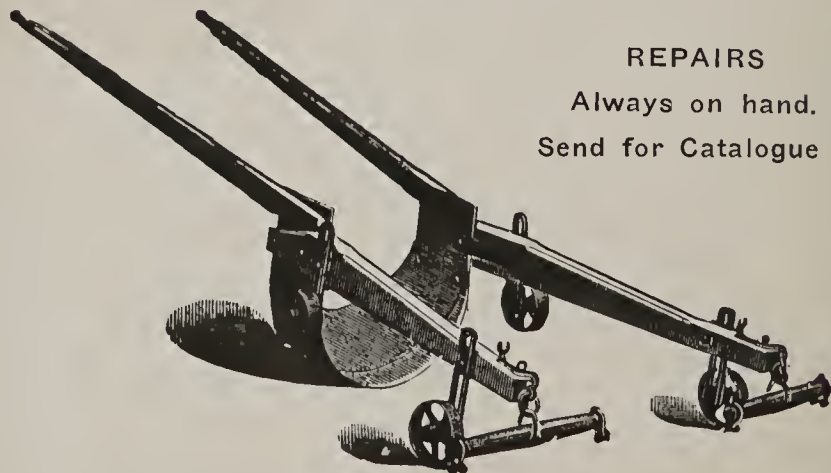
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1200 ACRES  
45 GREENHOUSES

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Rhubarb, Myatt's Linnaeus, divided roots.

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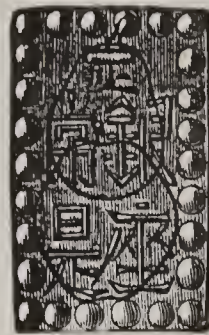
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PRIVETS—all kinds—we are headquarters for these this year.

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The growing season with us has been ideal thus far and our stock looks unusually well.

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**A**  
**Complete Assortment**  
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Subscribers to "Nurserymen's Fund for Market Development."

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Norway and American Elm  
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**BRIDGEPORT - - Indiana**



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXIX.

HATBORO, PENNA., AUGUST 1921

No. 8

## Nursery Stock Investigation of the Department of Agriculture

*American Association of Nurserymen, Chicago, Ill., June 22, 1921.*

Mr. President and members of the American Association of Nurserymen, I am indeed glad of this opportunity of meeting with you at your annual convention. While I have had the pleasure of meeting many of you at your nurseries, I am glad of this opportunity of renewing old acquaintances and also meeting new ones. May I say to those of you whose places I have not yet visited, I trust that some time during the course of our investigations I may have that pleasure.

The subject which has been assigned to me by your Secretary, The Raising of Fruit Tree Seedlings in America is, I believe, more or less of a tentative one, as he stated in his letter he assumed I would want to place special emphasis on the Nursery Stock Investigations we have undertaken this year in the Federal Department of Agriculture. With your permission I would like to develop my remarks along this line and also with the apology that as our work is so new, I will simply be able to outline very briefly a few of the things we have started.

A great deal has been said in your Nursery Conventions regarding Federal Horticulture Board Quarantine Order No. 37. Regardless of your own individual opinions regarding this order, it was nevertheless, as a direct outgrowth of this order, and partially through the efforts of members of this Association, that a special item of \$20,000 for Nursery Stock Investigations was secured for the Federal Department of Agriculture, for the present fiscal year. The same amount is carried in the regular appropriation bill for the Department for the fiscal year beginning July 1, 1921.

Now a word regarding the administrative handling of this work:

The Office of Foreign Seed and Plant Introduction of the U. S. Department of Agriculture is interested in the general subject of introducing rare varieties of plants which may be suited to growth in the United States. So a small portion of this money goes to that Office to be spent entirely in strictly plant introduction features of the stock work. Dr. Galloway, I believe, who met with you last year, told you something of the nature of the work they were carrying on in cooperation with Prof. F. R. Reimer of the Southern Oregon Experiment Station at Talent, Oregon, in introducing different species and varieties of oriental pears which give promise as stocks.

The bulk of the appropriation this year, \$15,000.00 to be exact, goes to the Office of Horticultural and Pomological Investigations. This Office is primarily interested in the whole question of improving the character of stocks now being used, either by (1) methods of handling, (2) by a better selection of seedling types, or (3)

by developing practical methods of vegetatively propagating root stocks.

I was brought back into the Department on February 1, of this year, after a year's absence in commercial work, and placed in charge of the Nursery Stock Investigations project. Associated with me in this work is Mr. G. E. Yerkes, a graduate of the Kansas Agricultural College, who formerly worked with one of the large nurseries in Kansas; afterwards was in business for himself. He is a good propagator and knows how to raise trees. All of the experimental work we are carrying on this year is located at our little nursery consisting of only a few acres at Bell, Maryland.

Prior to my return to the Department, the project was directed personally by Prof. L. C. Corbett, the head of the Office of Horticultural and Pomological Investigations.

Last summer, Prof. Corbett visited England, Holland and France and secured some first-hand information regarding nursery practices in those countries.

It seemed advisable that before we started on any extended work in the Department it would be well for me to visit many of the important nursery centers of the country. I therefore spent part of February in Pennsylvania, New Jersey and New York, and on March 6 left on an extended field trip which has taken me through the Carolinas, Florida, Alabama, Tennessee, Texas, Arizona, California, Oregon, Washington, Minnesota, Kansas, Iowa, Illinois, Indiana, Michigan and Ohio. I hope later to visit northern New York and the New England States. The purpose of this trip may be said to have been fourfold.

(1) To secure information regarding the suitability and adaptability of different sections of the country to the raising of nursery stocks.

(2) To find out what amount, if any, of experimental propagation the nurserymen, themselves, are doing;

(3) To find out the attitude of the nurserymen regarding the Nursery Stock Investigations of the U. S. Department of Agriculture, and more important than all of the preceding;

(4) To attempt to determine what are a few of the most important or outstanding stock problems in the different sections so that this information could be used as a basis for planning our future work.

Taking these points up in order, there is no doubt in my mind but that our fruit tree stocks can be raised in this country. This was demonstrated quite well in the case of apple stocks last year, when in addition to seedlings from Kansas, seedlings were also raised in Wash-



ington, Minnesota, Iowa and Pennsylvania. May I say that we are growing blocks of apple seedlings from all of these sections so that we can study the comparative growth of the seedlings, the vigor of the roots and other characters. We hope to continue this phase of the work for several years.

There is no question in my mind but that we can raise stocks in this country. It seems to me the thing for us to center our attack on is the producing of a better stock than we have been in the habit of importing.

I am pleased to state that a good many nurserymen are experimenting in different forms of propagation. A typical example is Mr. J. H. Skinner of Topeka, Kans., a grower of apple seedlings of long experience who has demonstrated conclusively that certain plum varieties can be propagated easily by layering and is now experimenting with apples and quinces. Everywhere I have found the nurserymen very frank to discuss what they were doing. Not one greeted me with the old bugaboo of "Trade Secret."

As I have indicated, the attitude of the nurserymen towards the Department investigations is very friendly. As an example of the close cooperation between this Association and the Department, your President some time ago appointed an Advisory Committee from this Association to confer with the departmental project leader from time to time. The Committee includes J. H. Skinner, Topeka, Kans., Chairman; H. H. Hume, Glen Saint Mary, Fla.; Robt. Chase, Chase, Ala.; Tom Rogers, Winfield, Kans.; Homer Reed, Louisiana, Mo.; Thos. Wiggins, Toppenish, Wash.; and J. F. Jones, Lancaster, Pa.

I feel very sure that this Committee will be able to offer suggestions and that they will also serve as the connecting link between the Department and the nurserymen of the country.

As a result of this trip, we are now confirmed in the idea which we had the first of the year and that is that one of the outstanding problems confronting the country is the improving of apple stocks.

In Wisconsin, Minnesota, northern Iowa, Nebraska and the Great Plains area a hardier stock is desired. In the Southern States and in fact all over the country a stock which is immune to woolly aphis, crown gall and hairy root is needed.

We therefore believe that with our present limited appropriation it will be better for us to confine the bulk of our work to apple stocks and keep in touch with the other fruit and ornamental stocks rather than attempt to spread over the entire field and probably accomplish nothing. I therefore wish to outline very briefly a few of the things we are trying to do with apples:

(1) As pointed out a while ago, we are securing definite information regarding the comparative growth of American seedlings from different sections of the United States and comparing them with French-grown stock.

(2) If the French Crab is the stock we want, then what variety? In order to settle the question, if possible, we are raising seedlings from a number of named French Crab varieties.

(3) Last year Prof. Corbett and Mr. Yerkes raised a number of open pollinated seedlings from 20 or more commercial varieties of apples. The difference in the

behavior of these seedlings, their susceptibility and resistance to crown gall and hairy root was very marked. In fact the results were so striking that we have extended the work this year on a much longer basis and are including both open-pollinated and self-pollinated seedlings of a number of varieties.

Seedlings of many of the southern varieties should be given a thorough test and if one is found with outstanding characteristics, a mother orchard can be developed from it. This phase of the work represents a life time proposition, but it must be carried on.

Next comes the question of vegetative propagation of stocks. Of course you all know that the Garber and Kieffer and some other varieties of pear used to be propagated by hardwood cuttings and that quince is now being handled in this way by at least two firms, while others are propagating quince by layering. One firm experimented this year in raising Mahalebs from stool plants, another from hardwood cuttings under glass. I referred to Mr. Skinner's method of layering with yearling trees.

Another method which we are particularly interested in is the propagation by root cuttings. We have had very good success using this method; lining out the cuttings in April. We only worked with French Crab, Vermont Crab and Minnesota Crab using cuttings made from seedling roots. With some we secured over 90 per cent of a stand. Probably the best results were secured with cuttings 2 to 3 inches long and  $\frac{1}{8}$  in. to  $\frac{1}{4}$  in. in diameter. I found that one nursery in the West had used this method when seedlings were high priced and have raised some of their budding stock for apples and pears from cuttings.

Another nursery in Minnesota has propagated a cherry variety by this method, so it is within the range of commercial possibility.

This fall we hope to visit a number of nurseries at digging time and purchase a number of trees of 20 or more apple varieties preferably those which have been propagated by the short-stock-long-scion method of propagation and have developed their own roots along the graft and use these trees for our cutting studies. It is barely possible that this method of propagation by root cuttings may prove a practical way of propagating hardy varieties on their own roots. We may be able to report on this practice next year.

Do not misunderstand me that we are confining all of our activities to apples. We are giving our major attention to this stock, but we are also carrying on some propagating studies with cherry, plum and peach stocks, and in our estimates for the fiscal year 1922, we are asking for a special item so that we can begin a comprehensive study of rose stocks in a number of localities.

In conclusion, let me say that I have simply outlined a few of the things we are trying to do. We do not anticipate that we will revolutionize the nursery industry, but we do hope with your active cooperation that we may be able to secure some definite information that may be of interest, and possibly from time to time may be able to report on certain phases of our work that may be of value.



## "SHADOWS"

Almost everyone likes trees; but in some sections the prevailing opinion is that the one who buys nursery stock, especially of a tree agent, is very likely to be stung. Think what this would mean in any other line of business; the customer willing even anxious to buy because he likes the goods but afraid because of his own or the unfortunate experience of his friends.

Trees are considered hard to sell by many who have tried carrying a plate book for some agency house. I never understood this until recently, although years ago I tried selling from a plate book one summer for a well known agency house and for nearly twenty five years "ran Agents" for myself and others with varying success.

I am surprised now to find how easy it is to sell trees. Agents fail because they do not inspire confidence—do not impress the customer that they know anything in a practical way about trees. Of course some buyers will fall for the bunk offered them by some tyro filled with air. Take the usual adv. for nursery salesmen. It reads "experience unnecessary." This makes it very easy to apply and of course the applicant is sent an outfit and starts out in twenty four hours to show the customer what should be done in the way of planting trees. The reason the agency houses do not want experienced men—that is men who have sold trees before, is because, such men are apt to want the largest commission and to have his habits fixed by the former house and prone to dispute the propaganda offered by the Agency Manager.

These "experience unnecessary" men are bound to give the game a black eye and cause the manager himself a lot of worry. They come up out of the woods and grab at the bait offered as was intended they should. They are out for the money. They care not a rap for the customer. They would go the limit and do anything or say anything to make a sale and collect commission of the house.

It is all very different when one knows a little about trees and starts out in the business with the highest motive, to help a person make a home out of what would likely be a house and lot. Such a man will soon be sought for, he won't have to look for customers, his phone will be the usual means of getting him started on new orders, for successful work cannot be suppressed and a satisfied customer will always tell others.

"Shadows" in the nursery business are often financial losses. Even when the money comes limping along time past due it has meant a hardship to the creditor. The collections are the crux of the agency business and the agency manager whose work shows the cleanest collections or the smallest system is used in the agency business, to make clean collections.

In my business which is mostly suburban planting orders, the losses are reduced to a low per cent. This surprises me when I realize we have almost no system of collections. The customer is never dunned for the money unless he shows unusual delinquency. Perhaps about one half of one per cent will cover the loss that may finally result from a season's unpaid accounts. This is the result of our interest being centered in the customer's welfare. He seems to appreciate this fact, and our in-

circumstances will permit. Most of our customers are persons of small means, many of them owning a home for the first time. We find it pays to be liberal in our attitude toward our customer, even to indulge his eccentricities. Most purchasers are honest at heart and soon discover you are trying to do something more than ordinary for them and appreciate the fact.

The most serious losses we have had (and we have had our share) have been caused, we are sorry to say, at the hands of other nurserymen who have sold us stock. We are retailers mainly and have to buy from growers. We voice when finally rendered is met as promptly as his don't have time to run around and inspect stock. We receive the trade lists and order from them. The price seems reasonable. We realize the grades quoted, if well grown stock as advertised, will make a fine showing in a landscape planting we are working on. The firm is long established and ought to know good stock. We have faith and order.

When the stock comes you send a truck down to the station to take out the first load. You feel sure now you will not be handicapped in your work for something nice for corners; you have just what is needed in the car. Those big hemlocks 6x5 are the ticket. Things don't look just right when you open up. You can hardly say what is the matter but you know something is wrong. Some of the largest and finest evergreens are starting to drop their needles. Can it be there is heat in the ear? You can't detect it. The shipment made good time. Evergreens are supposed to be "balled" but these trees are actually tied with burlap around the roots; but when you pick up two trees six feet high one in each hand and carry them a mile if you had to, you can't say that it is "balled" stock. Perhaps the shippers who have been in this game longer than we have discovered a better way than we have of making trees grow. You hate to kick. You had planned to use that stock and couldn't get along without it now. You had already paid the freight bill which was much larger than you felt it should be but the agent assured you he knew just how to get you a rebate. To make a long story short you unloaded and used the stock. Eventually that season about one half of it went out in landscape work. The rest remained planted out in the nursery. The result was a complete wreck. It could hardly have been worse. It did not all go to pieces at once, but just gradually slipped away. What looked a little suspicious at the start kept looking worse. It meant weeks of worry on our part to go around and fill up the holes in our outside planting.

Of course we had to make good, and right here we wish to mention something; **EVERY LOSS OF THIS KIND THE RETAILER CANNOT PASS ON.** Passing the buck may be American characteristic but it won't work in the retail nursery business. We do not guarantee the plants to grow. The customer has paid his bill. Can we let him whistle? It is good business not to wait until phoned about the loss. Better swallow the bitter dose early and forget about the bad taste. Did we not get some rebate from the grower? In this particular case when the matter was taken up with the growers they side stepped and told us they should have been notified within five days, etc. We did not make any complaint—just told them of the result. Just as if our notifying



them in five days would have saved any of those trees.

No one could positively foresee such a result unless it be the shippers themselves who knew how the trees had been grown and handled. We figured it out about as follows; the loss was caused by:—

1st; Digging middle or end of August, season of much rain and trees nothing like mature and hard.

2nd; Twisting a piece of burlap around the roots torn from the soil and calling them "balled."

3rd; Leaving evergreen of a large grade without transplanting for many years although well trimmed and kept cultivated.

Another shipment coming in in bulk contained some bundles of *Euonymus Sieboldi*, that had been very fine stock 2-3 feet and these were thrown on top of the packing without a stitch of anything on them as dry as powder. Of course this plant is a very rugged variety and will stand abuse. But why abuse a plant because it is tough. Besides we wanted to use this stock in our work and instead about three or four of them never started to grow even.

Did you ever find pussy grass and weeds stuffed inside the burlap of a balled evergreen when dug the end of August when the weather was hot and the soil sandy? We had about three hundred dollars of this stock. Nearly all died notwithstanding the fact that we puddled the roots and planted out on our own grounds at once.

I am interested in Market Development but find in my experience the market is developed away ahead of my ability to supply the need. I used to think it necessary to go down into South Carolina to find a market and keep busy. This last spring we could hardly handle what came to us from towns five miles from our place, and Paterson was miles too far. We used to call attention to the passerby with an elaborate display sign in front. During the war it blew down and we have not put it back. Why add to the pressure when we cannot properly take care of old customers? Besides we are not equipped here to invite in transient trade. I realize I am open to criticism in making such strong statements as these. I am only saying what I feel about it. I try to keep my range of vision wide. I used to try to do business for the money and never made anything of consequence. Our attitude now is to help the customer accomplish something worth while, which he can't do alone and are made to feel we have not entirely missed the mark.

The following is clipped from a recent editorial in the *Florists' Review* and applies so well to the nursery business I beg leave to submit it here.

"What this trade needs most of all is a higher standard of business honor—the practice of the golden rule. We need to develop a sense of responsibility which will prompt a shipper to decline an order when he knows his stock is of questionable quality; we need to eliminate the men who do not send out usable plants and those who, having received cash in advance, ignore complaints."

EDWIN D. PANNELL, Millburn, N. J.

## MARKET DEVELOPING COMMITTEE PLANS WELL UNDER WAY

Immediately after the convention in Chicago there was a meeting of the Executive Committee at which the plans of the Market Developing Committee for the coming year was one of the chief subjects under discussion.

Carrying out the wish of the Convention the main work to be undertaken this year will be the distribution of "Reader" Articles to the Weekly and Daily Press.

As the plan of the Committee has been worked out so far it will be possible to cover some 3,000 newspapers distributed over the country.

To make sure that the articles to be distributed will be timed in such a way as to be of the most help both to readers and Nurserymen the country will be "zoned," and each zone will be handled as a separate unit. Before being sent out the articles will be sent to some leading Nurseryman or Nurserymen in each section for their approval of varieties recommended, planting dates suggested, and other matters of sectional character.

At the meeting in Chicago it was suggested by the President of one of the largest agency concerns of the country that their agents could make very good use of just such articles as were to be sent to the newspapers. He pointed out that an agent could generally get a local newspaper to run some timely material, and also that prospective buyers often wanted information on some special class of trees or plants and that these newspaper articles, if they could be printed cheaply enough, would provide just the material needed for this purpose.

It is the plan of the Committee to send out to every member of the association a sample set of these articles as soon as they are prepared and to make arrangements for supplying as many additional copies as may be wanted. The cost of printing will be very low; as they will already be in type for newspaper use. With very slight additional cost the name, or imprint of individual firms could be put on the articles which they plan to distribute themselves.

It has also been suggested that both agency houses and catalogue houses can make use of these articles and correspondence, in answering questions about planting and caring of when more detailed information than is generally given in catalogues, is wanted by the customer.

The Market Developing Committee (of which Mr. F. F. Rockwell of Bridgeton is chairman) is now at work making up lists of newspapers to which these articles will be sent out during this fall and next spring.

If YOU have any papers in your selling territory which you would like to have used with these articles be sure to send in a list of such papers AT ONCE.

This service, remember, does not cost you a cent, and gives you an opportunity of getting benefit of direct local publicity where and when it will do most good. Send in your list of newspapers, giving name of editor whenever possible. Address correspondence to Mr. F. F. Rockwell, Bridgeton, N. J.



# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902  
Published monthly by

THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor .....ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

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Advertising rates will be sent upon application. Advertisements should reach this office by the 20th of the month previous to the date of issue.

Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., August 1921

OUR CRITICS The less we know about a subject the more readily we are to form snap judgments and freely express ourselves. This perhaps explains the editorial in the Florists' Exchange of July 2nd on the Chicago Convention. While couched in the most guarded phrase the criticism was made from insufficient data with the result that the American Association of Nurserymen is charged with being ultra-conservative and retrogressive.

We would like to suggest that our brothers in the allied trade stick to their slogan and only "Say it with Flowers" by so doing they are not so likely to spread information that is likely to misrepresent us.

In the first place it is a nurserymen's association which is trying to elevate the business. They tried out something, but after two years test proved to be inadvisable and not productive of the results expected, and it may be added the results were not measured by dollars and cents.

True the Chicago Convention repudiated the adopted trademark—Trustworthy Trees and Plants. The Florists' Exchange intimates this was bad business because the public would place a wrong construction on the action, and that it should have been retained even though the trademark meant nothing and even gave an unscrupulous nurseryman the opportunity to trade on the reputation of others.

Our critic forgot to mention that while the trade mark was dropped, the Vigilance Committee, which was the only guarantee of the Trustworthy Trees and Plants apart from the responsibility of the individual firms forming the A. A. of N. has been retained and strengthened to carry on the good work.

In other words the nurserymen had courage enough to retrace their steps after a false start and prefer acting honestly to advertising honestly even though their action may be misunderstood.

The Florists' Exchange denies either curiosity or re-

sentment at being shut out of the "sacred confines of the executive sessions." It perhaps would have been more politic to have avoided any semblance of secrecy on the deliberations.

Yet one would think it was quite within the province of any trade association to hold executive sessions consisting exclusively of voting members without criticism or question from those not in the trade.

As to the seeming change of policy which to the Florists' Exchange means retrogression it should be borne in mind the change was made by approximately ninety per cent of the nurserymen at the convention. These men have the same ambitions, the same energy and the same ideals with perhaps a little more experience than they had several years ago.

The best minds of the day are advising conservation, to quote Herbert Hoover:

"It is in the booms that we speculate, overextend our liabilities, slacken down effort, lower our efficiency, waste our surplus in riotous living instead of creation of new capital, drive our prices to vicious levels, and lose our moral and business balance. We must suffer a period of duress from the war and punishment for the boom until we rebuild our virtues of hard work, frugal living, more saving, sober conduct and higher honesty. These things are trite enough, but they are as immutable as history, and this is the only way out."

Perhaps the nurserymen have seen the light.

HAS NURSERY STOCK ANY VALUE? The above question may appear ridiculous especially to the nurseryman who figures out what it has cost him in labor to produce, and to pay out in actual cash for such a portion as he had to buy to say nothing of his equipment organization and technical knowledge that should have an appreciable value.

But let him go to his banker or one of those men who make it a business of loaning money where collateral is required. He would find almost anything would pass muster as collateral in preference to nursery stock.

The nurseryman may have expended in labor for propagation and cultivation say \$10,000 for the past year, he may have invested \$5,000 more in actual purchase for which he has paid cash, his stock may be in excellent condition and every prospect of good business yet it is safe to say the average financial man will not extend his credit to any appreciable extent in spite of his \$15,000 investment. In what other legitimate business does such a condition exist?

The nurseryman is largely to blame for the attitude of the financial men. They have been too ready to adopt the foolish theory that nursery stock has no value until it is sold and for this reason have no inventory value to their business, or if their system of bookkeeping demands it is purely a nominal one with little regard to actual value is given.

In what other line of production is there such a lack of ordinary business sense?

Bring all the reasons possible why nursery products are not a good risk and those reasons will be found to apply with equal force on products that are considered good security.

There should at least be a per acre value of what it has



cost to produce that would give a going concern a credit upon which he could borrow to run his business without putting up other security.

### QUESTION AND ANSWER COLUMN

Will you please tell me why we get such a small amount of plants from Delphinium seeds that we sow. I have tried all ways with small results.

Can you suggest any remedy? We have sown the seed on top of ground, covered with sand, and in frames under glass, in frames covered with boards, or burlap. Please advise me in your paper. C. A. S.

Delphinium seed very soon loses its vitality. Possibly this largely accounts for your failures. Good fresh seed germinates very readily if given the proper conditions. If you wish to sow the seed at this time of course it is better to sow it in frames so that it may be protected from heavy rains. Prepare the bed as you would for any other fine seed. If the soil is inclined to be heavy and bake on the surface when it dries, mix it with sand, leafsoil, or very well rotted manure rubbed through a seive. Sow the seed thinly and do not cover more than its own depth. Of course it should be watered with the fine rose then cover with sash, cheese cloth tacked over to keep off direct rays of the sun. See that there is a free circulation of air at all times.

The writer's experience has always been that the most critical time is after the seed has germinated and just before the seedlings make their character leaf. At this time they are very liable to damp off and will do it very quickly if there is too much moisture and the air is stagnant so that every care should be used in watering at this period. This trouble however is more often experienced when sown in flats in the green house in early spring. Sown at this time of year you are not so likely to meet with this trouble.

We note in your recent issue that you invite the asking of questions on nursery problems. We wish to submit the following,—

What are the best methods for testing quickly the following seeds,—

Peach,  
Myrobolan Plum,  
Apple Seed,  
Pear Seed,  
Cherry Seed?

What is the minimum length of time required for stratification of Peach seed, to germinate them, also of cherry seed, and Myrobolan Plum Seed?

Hope to see answers to above questions at an early date in the "Nurseryman." C. O. & N. Co.

The only way to accurately test fruit seeds, as far as we know, is to soak them in water and then bury them in sand for a while in a greenhouse or where they can get some bottom heat. That will start the germ in a certain period and then by cracking them open you can see if the germ has started. After a certain time the germ will either start or the seed will rot or at least

show sufficient discoloration to show that they are going to rot.

There are seed testing machines made. That is, they are simply like a small gas oven heated with a lamp which generates moisture. The seed is spread on trays, the bottom of the trays being heavy felt which is moistened and in this manner germination is started quickly, but these machines are more or less expensive, our recollections being that even the very smallest size costs something like forty to fifty dollars.

To one accustomed to handling or growing seeds, it is very easy to determine the quality of seeds by cracking them open, in the case of the hard shelled seeds, or by cutting open with a knife in the case of soft shelled seeds. If the meat is pure white and the two halves of the kernel do not slide apart easily, then the seed is good.

When the seed is injured or bad, the two halves of the kernel will separate easily as though they were quite slippery and when that happens, the seed is not good.

It is difficult just to describe the difference in this respect. You have to have some experience in it in handling and testing the seed, but to one who is familiar with it, it is not difficult at all. There is just a certain something about it which shows whether it is good or bad.

If the seed is quite dry, then before testing it in this manner, you have to soak the seed for an hour or two in the case of soft shelled seeds, or in the case of hard shelled seeds, that is, like peach and plum, it is better to crack the shell, take out the kernel and soak the kernel for an hour or two.

Peach seed, we believe, is generally banked in sand out of doors immediately the new crop comes in, it naturally cracks open in the early Spring and the seed is then sown. Some nurserymen get seed in the Fall, carry it dry in a storage house all the summer and then plant very early the following Fall and usually get best results. Cherry and Myrobolan Plum seed are usually banked in sand as early in the Fall as they can be procured, then planted in the early Spring. T. B. M.

### THE BABY RAMBLERS

The annual meeting of the Baby Ramblers was held at the Congress Hotel June 21st with the following members present:

Paul Fortmiller  
Ed. Greening  
Clarence Perkins  
Wm. Flemer, Jr.  
Hort Bowden  
B. Kelley  
Wm. Mastin  
B. Meehan  
B. J. Manahan.

The following constitution and By Laws were adopted:

### CONSTITUTION & BY LAWS

#### Section 1.

This organization shall be called "Baby Ramblers." The object of this organization shall be to promote a spirit of friendship amongst the younger members of the Nurserymen's Association.



## Section 2.

The membership shall consist of individuals who are actively engaged in the Nursery business and at least twenty-one years of age.

## Section 3.

The total membership of this organization shall not exceed twenty-five.

## Section 4.

Its regular meeting shall be held annually during the Convention of the American Association of Nurserymen at the call of the President.

## Section 5.

Special meetings shall consist of the President, Vice President, Secretary-Treasurer, who shall be elected by ballot for a term of one year at the annual meeting.

## Section 7. (Article 1.)

Applications for membership shall be made in writing to the Secretary and may be acted upon at the annual meetings only, and voting shall be by ballot. Majority vote of members present shall elect applicant to membership.

## (Article 2)

In case more applicants than vacancies exist, the applicants shall be voted upon collectively and those receiving the greater number of votes shall be declared elected to membership. Applicants not elected will be placed on waiting list and voted upon at next vacancy.

## Section 8.

Five members shall constitute a quorum to transact any business.

## Section 9.

This constitution and By Laws may be amended by a two-third vote at any annual meeting.

*BY LAWS*

## Article 1.

It shall be the duty of the President to preside at the meetings of the organization.

## Article 2.

The Vice President shall act as President in case of death, resignation or inability of the President to preside.

## Article 3.

The Secretary-Treasurer shall keep a record of each meeting, notify each member of the regular and special meetings, collect all monies due, disperse same on order of President and render an annual report.

## Article 4.

Each member shall pay an annual fee of \$3.00 which shall be payable on or before date of annual meeting.

## Article 5.

Any member in arrears for two years shall be dropped from membership. And it is the duty of the Secretary to notify him that his membership has lapsed.

The "Baby Ramblers" taken in this year were  
F. S. Baker, No. Eastern Forestry Assn., Cheshire, Conn.  
George S. Harris, C. R. Burr & Co., Manchester, Conn.

Officers for ensuing year.

Wm. Flemer, Jr., President

Wm. Mastin, Vice President

Hort Bowden, Secretary-Treasurer.

We might add that eleven Baby Ramblers and two in-

vited guests sat down to a real dinner at the Hotel Drake. After dinner we christened these two guests (one a red-head) *Tritoma Pfitzeriana*, and the other (a blackhead) *Symphoracarpus Vulgaris*. They were young men and as they had never joined the order of the "Yellow Dog" were promptly and very soakingly initiated. After several rounds of real stories and songs, by the crowd, the party broke up.

Remember, Baby Ramblers, Detroit next year and we want everyone there.

## TO THE MEMBERS OF THE AMERICAN ASSOCIATION OF NURSERYMEN

TAKE NOTICE—Recommendations of the Executive Committee of the American Association of Nurserymen that were adopted at the Chicago Convention June 23rd, 1921.

## Trade Mark—Recommendation No. 3.

Owing to the wide difference of opinion arising from the use of the present trade mark, we, the Executive Committee, hereby recommend that its use be discontinued and that no further printing of the trade mark be done by our members.

The Membership should govern themselves accordingly.

Truly,

CHAS. SIZEMORE.

## CAUSES OF DEPRESSION—THE WAY OUT

*Portion of an address by Secretary Hoover before the National Association of Real Estate Boards*

If we would study the cause of this depression and the remedies for it we should devote our time to the examination of the economic phenomena of the war and of the post-war boom. From the war we have the necessity to recover many losses and to change our productive forces in accordance with the tremendous economic shifts in the world. Spreading over all this, however, lies the fact that this depression is to a great degree born of the malevolent forces we set in motion by inflation and by all booms. It is in the booms that we speculate, overextend our liabilities, slacken down in effort, lower our efficiency, waste our surplus in riotous living instead of creation of new capital, drive our prices to vicious levels, and lose our moral and business balance. We must suffer a period of duress from war and punishment for the boom until we rebuild our virtues of hard work, frugal living, more saving, sober conduct, and higher honesty. These things are trite enough, but they are as immutable as history, and this is the only way out. There are a few people who will not accept these hard facts, who will persist in the notion that they can by various devices avoid reaping what they have sowed. The resistance of a few groups of manufacturers or dealers to lowering prices to the general level; the resistance of a few groups of workers to accommodation of their wage to the decreasing cost of living and the necessity of a better day's work; the refusal of some people to curtail their extravagance—all these contribute to our undoing. They have to come into the cold water in the end. They can not get



more than their ration of the total. In the meantime they delay recovery and contribute to unemployment among the rest of us.

However, the vast majority of us have cheerfully accepted the inevitable. I have records showing that in most manufacturing industries efficiency has increased from 20 to 30 per cent during the past 12 months. Our farmers are making extraordinary efforts. They are economizing in supplies and machinery; they are making

the old things do a little longer; and they will bring in this year's crop at a much less cost than for many years past. Thus at least 80 per cent of our people have accepted these homely truths and taken those steps that are primary to overcome any depression. These people have adopted that slogan of "give a full measure" which St. Luke announced as a fundamental of economics some 1900 years ago. That is why I insist we have turned the corner.

## Interesting Letter from J. Edward Moon

Morrisville, Pa., July 27, 1921.

The National Nurseryman  
Flourtown, Pa.

My dear Mr. Editor:

Your letter of July 22nd inquiring about my return from Europe and work there has been received on the day that I got back to our office after an absence of 51 weeks.

It was a great disappointment to me that this absence kept me from attending the recent convention of Nurserymen in Chicago. For many weeks I had hoped to return in time for that convention, but it did seem necessary that I remain at the work of child feeding in Germany which I was engaged in until the 1921 harvest was about to be gathered and food conditions thereby improved.

It was a privilege to have been given leave by my firm for a year to engage in relief work of the kind that Mrs. Moon and I went to do, as well as of the magnitude of the job.

I was placed in charge of a large section of country lying in the northwest corner of Germany, part of which was adjacent to the Belgian and Holland borders. This territory embraced the provinces of Rhineland and West Phalia including the famous Ruhr section. Our offices were in Essen.

The children that we fed were under sized, dulled in mentality, and lacking the play instinct. They had come into this condition because of the inability to secure a proper diet in the tender years of their growth, when milk, white flour, fats, and similar articles are so much needed for the proper nourishment of the body. Doctors selected the children that were fed and these then were given a daily additional meal over a period of from 8 to 14 weeks. Some had to continue for 2 or even 3 periods of feeding, but many thousands had commenced to grow and had improved at the end of a 12 week feeding period.

The food stuffs were furnished in large part by the American Relief Administration and other agencies in this country. During the last six months of our operation the German government had contributed almost half of the food for this class of her population upon which she must rely for her future development and the final payment of reparation.

Ours was a work for humanity. It was a question of children and not of politics. Very naturally we grew interested in the big world problems that were being worked out in those countries. There was opportunity

on every hand to become entangled in the politics and diplomacy of Europe, but we kept at our work, which at its height meant in the district that I was in charge of, the feeding of 265,990 meals per day. In all of the time that I was in Europe our office fed more than 31 million meals and had over 10,000 tons of food for which we accounted for all but one half of one percent. When there were more than 2200 dining rooms and 700 kitchens each offering opportunity for leaks we felt that this record of controlling the food was one that we could take much satisfaction in.

There are sections of Germany in which industry is now busily engaged, some of it profitably. These sections are not likely to need much foreign relief from now on. There are other sections whose industry depends entirely for raw materials from other countries, as well as sections where toys and similar articles are made and for which the demand is not great, where the results of under nourishment among the children still continue, though happily to a less extent than a year ago.

The greatest need of relief in that country now is for clothing. Efforts are being made by the Red Cross and other agencies to provide this.

While the work of conducting an entirely new line of business in a language that I was none too familiar with was an experience that was valuable, I did find opportunity to leave the work at short intervals for the purpose of seeing places of horticultural interest in Europe.

Boskoop, Holland, was visited twice. The Nurseries there are fascinating to one who enjoys nicely developed plants, naturally arranged and growing in clean tillage. The Nurseries have of course been handicapped by the United States quarantine regulations, but as they have all along enjoyed a large business in Europe they are by no means entirely destroyed because of our government's regulation. There was a large rose show going on in Boskoop on the occasion of our last visit. The flowers were beautifully staged in a temporary frame building erected especially for the purpose, and thousands of visitors from Europe were expected, including the Queen of Holland whose prestige would add greatly to the securing of a large attendance.

At Orleans, France, the Nurseries were visited. These have recovered largely from the condition that the war temporarily put them in, and the stock was in vigorous, thrifty condition, nicely tilled, well sprayed, and very inviting to one who knows plants. The Nurseries of Le-Moine at Nancy, from which place so many Mock Oranges and Lilacs have originated, are still breeding



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new kinds and some that have not yet been marketed were observed together with other rare and unusual plants that this eminent propagator is working with. The present proprietor is the son of Victor LeMoine who established the firm's international reputation prior to his death about eight years ago.

I was also at Ghent, Belgium, where the Azaleas and Bay Trees are grown, and here saw the wonderful Easter exhibit of Azaleas grown and displayed as only these men who know Azaleas so well could have exhibited them.

At England many places of horticultural interest were shown, but most interesting of all was the Royal Horticultural show that had been opened by the Queen and to which for 3 days many thousands of people came. The Nurserymen of England were largely represented here with displays that for arrangement and the quality of the plants it would be difficult to surpass. By attendance at this show I was able to meet the growers of England much more conveniently than would have been possible in touring about that country at a time when railroad transportation was so handicapped by the coal strike.

At Bagettelle Gardens, Paris, I attended the international rose show with S. S. Pennock of the S. S. Pennock Company, Philadelphia. Mr. Pennock was the judge from the United States and it was a privilege to be present at the time when roses were in their height of bloom, and under the favorable conditions that were afforded by being with Mr. Pennock, who with other judges were shown all the opportunities of seeing the gardens and the hospitality of Paris.

In Germany I visited the Nurseries of Peter Lambert, the home of the Frau Karl Druschki rose as well as the Kaiserin Augusta Victoria rose. Mr. Lambert was working along with enthusiasm and hoping for the future as only a courageous man could, for his Nurseries are in the occupied area and his products must pay tariff in going out of that area, and the tariff is so high that it practically confines his business to a small strip of land not much over 40 miles in width. He has several new varieties of roses that the world will probably have to wait for while these conditions exist. Some give great promise but none I think as remarkable as the Druschki rose which brought him into renown.

There are other Nurseries in Germany that I have seen, principal among which is the Spaeth establishment near Berlin. This company employs nearly 1000 men. It has large offices and represents the biggest investment of acreage and money that I saw in Europe and is probably as large as any in America. The young stocks of this firm were in good order but those that were ready for market during the war years have suffered the fate of much Nursery stock in Europe and must be consigned to the brush heap. The original Pfitzeriana Juniper was a plant of especial interest to me in the nicely kept arboretum of the Spaeth establishment. This concern celebrated its 200th anniversary in September of last year and had almost a thousand persons present at the meeting who represented the gardening, landscape, and horticultural men of Germany. I was invited to address this group and while the handicaps of language were embarrassing, I did in a few brief remarks tell them of the world's indebtedness to the firm that put the Spaeth

Lilacs on the market, this famous Juniper, and other plants which have advanced horticulture.

I can assure you that it is pleasant to be back in the United States again, but after a year's residence in Europe one has friends, associations, and attachments for those countries which make him long for the time when he can revisit them.

Very respectfully,  
J. EDWARD MOON.

RECORD OF HARDWOOD CUTTINGS  
*Published in the Missouri Botanical Garden Bulletin  
June 1921*  
*This table should be of great value to nurserymen, showing as it does those plants most readily propagated by hardwood cuttings.*

Scientific name	Date of placing cuttings in sand	Date of showing leaf growth	Date when fully rooted	Percentage rooted
<i>Acanthopanax pentaphyllum</i>	Dec. 20....	Jan. 13....	Feb. 7...	77
<i>Acer Negundo</i>	Dec. 22....	Jan. 19....	Mar. 28...	9
<i>Acer tataricum</i> var. <i>aidzuensis</i>	Dec. 3....	Jan. 26.....		0
<i>Aesculus flava</i>	Dec. 15....	Feb. 4.....		0
<i>Aesculus parviflora</i>	Dec. 11....	Jan. 13.....		0
<i>Alnus campestris</i>	Dec. 17....	Jan. 29.....		0
<i>Alnus incana</i>	Dec. 15....	Feb. 15....	Apr. 5...	20
<i>Amorpha fruticosa</i>	Dec. 12....	Jan. 26....	Feb. 19...	40
<i>Ampelopsis aconitifolia</i>	Jan. 3....	Jan. 19....	Feb. 18...	100
<i>Ampelopsis Engelmannii</i>	Jan. 3....	Mar. 1....	Mar. 28...	85
<i>Ampelopsis tricolor</i>	Jan. 3....	Jan. 24....	Mar. 28...	100
<i>Ampelopsis vitacea</i> var. <i>dubia</i>	Jan. 3....	Feb. 8....	Mar. 28...	100
<i>Aralia spinosa</i>	Dec. 11....	Jan. 12.....		0
<i>Baccharis halimifolia</i>	Dec. 3....	Dec. 16.....		0
<i>Benzoin aestivale</i>	Jan. 4....	Jan. 28.....		0
<i>Berberis canadensis</i>	Jan. 4....	Jan. 18.....		0
<i>Broussonetia papyrifera</i>	Dec. 17....	Jan. 10....	Feb. 17...	56
<i>Buddleia japonica</i>	Jan. 31....	Feb. 8....	Mar. 11...	85
<i>Calycanthus floridus</i>	Dec. 15....	Feb. 11.....		0
<i>Caragana arborescens</i>	Dec. 15....	Dec. 24....	Jan. 19...	90
<i>Caragana arborescens</i> var. <i>pendula</i>	Dec. 24....	Jan. 6....	Feb. 9...	60
<i>Carya cordiformis</i>	Jan. 2....	Jan. 31.....		0
<i>Catalpa Bungei</i>	Dec. 20....	Jan. 13....	Mar. 28...	8
<i>Celastrus paniculatus</i>	Jan. 4....	Feb. 6....	Mar. 28...	40
<i>Cephalanthus occidentalis</i>	Jan. 20....	Feb. 14....	Mar. 14...	95
<i>Cercis canadensis</i> var. <i>alba</i>	Dec. 6....	Jan. 18.....		0
<i>Cercis chinensis</i>	Dec. 22....	Feb. 14.....		0
<i>Chionanthus virginica</i>	Feb. 6....	Mar. 7.....		0
<i>Cornus Amomum</i>	Dec. 18....	Jan. 18....	Mar. 28...	5
<i>Cornus asperifolia</i>	Jan. 11....	Feb. 11.....		0
<i>Cornus Baileyi</i>	Dec. 14....	Jan. 1....	Mar. 1...	50
<i>Cornus circinata</i>	Dec. 16....	Jan. 16....	Feb. 15...	55
<i>Cornus florida</i>	Dec. 17....	Jan. 28.....		0
<i>Cornus glabrata</i>	Dec. 20....	Jan. 24....	Mar. 28...	30
<i>Cornus mas</i>	Dec. 17....	Jan. 18....	Feb. 26...	65
<i>Cornus paniculata</i>	Dec. 16....	Jan. 24.....		0
<i>Cornus sibirica</i>	Jan. 3....	Jan. 24.....		77
<i>Cornus stolonifera</i>	Dec. 20....	Jan. 24....	Mar. 28...	50
<i>Cornus stolonifera</i> var. <i>flaviramea</i>	Dec. 9....	Jan. 24....	Feb. 15...	45
<i>Corylus Avellana</i> var. <i>atropurpurea</i>	Jan. 16....	Feb. 16.....		0
<i>Crataegus Oxycantha</i>	Dec. 13....	Jan. 13.....		0
<i>Cydonia japonica</i>	Dec. 20....	Dec. 31....	Mar. 28...	7
<i>Cyrilla racemiflora</i>	Dec. 3....	Feb. 11.....		0
<i>Cytisus scoparius</i>	Dec. 22....	Jan. 5....	Mar. 1...	50
<i>Deutzia gracilis</i>	Dec. 14....	Jan. 2....	Feb. 28...	45
<i>Deutzia scabra</i>	Dec. 9....	Dec. 20....	Jan. 21...	70
<i>Diervilla "Abel Carriere"</i>	Dec. 10....	Jan. 2.....		0
<i>Diervilla amabilis</i>	Dec. 10....	Jan. 2....	Mar. 14...	2
<i>Diervilla "Eva Rathke"</i>	Dec. 10....	Jan. 2....	Mar. 23...	4
<i>Diervilla floribunda</i>	Dec. 10....	Jan. 2....	Mar. 14...	16
<i>Diervilla "Gustave Mallet"</i>	Dec. 9....	Jan. 2....	Mar. 14...	20
<i>Diervilla lutea</i>	Dec. 22....	Jan. 19.....		0



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**BOSKOOP, HOLLAND**

Apple Seedlings	Cherry
Pear “	Prunus Damascens
Malus “	Rosa Manetti
Paradise, broad leaved	“ Canina
“ yellow Metzger	“ “ Cuttings
Quince Seedlings	“ Rubiginosa Sweet Briar
Mahaleb “	“ Laxa
Myrobolan “	“ Rugosa
St. Julian “	“ “ standard for top budding
Azalea Pontica	Rhododendron Ponticum

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Fall 1921

Spring 1922

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Scientific name	Date of placing cuttings in sand	Date of showing leaf growth	Date when fully rooted	Per- cent- age rooted	Scientific name	Date of placing cuttings in sand	Date of showing leaf growth	Date when fully rooted	Per- cent- age rooted
<i>Diervilla</i> "Madame Couturier"	Dec. 10....	Jan. 5....	Mar. 14....	6	<i>Magnolia obovata</i>	Jan. 3....	Jan. 26.....		0
<i>Diervilla rosea</i>	Dec. 10....	Jan. 10....	Mar. 14....	7	<i>Magnolia Soulangiana</i>	Dec. 24....	Jan. 24.....		0
<i>Diervilla trifida</i>	Dec. 10....	Jan. 18.....		0	<i>Magnolia stellata</i>	Dec. 24....	Feb. 8.....		0
<i>Diervilla Van Houttei</i>	Dec. 9....	Jan. 2....	Mar. 14....	50	<i>Neviusia alabamensis</i>	Dec. 3....	Dec. 15....	Feb. 14....	45
<i>Diospyros virginiana</i>	Jan. 8....	Feb. 8.....		0	<i>Nyssa sylvatica</i>	Dec. 21....	Feb. 12.....		0
<i>Elaeagnus longipes</i>	Dec. 22....	Jan. 18.....		0	<i>Phellodendron amurense</i>	Jan. 11....	Feb. 15.....		0
<i>Elaeagnus umbellata</i>	Dec. 23....	Jan. 13....	Apr. 5....	2	<i>Philadelphus californicus</i>	Dec. 15....	Jan. 18....	Jan. 25....	100
<i>Evonymus alata</i>	Jan. 4....	Jan. 19.....		0	<i>Philadelphus columbianus</i>	Dec. 15....	Jan. 2.....		0
<i>Evonymus atropurpurea</i>	Dec. 4....	Feb. 16.....		0	<i>Philadelphus coronarius</i>	Dec. 15....	Jan. 18....	Jan. 25....	100
<i>Evonymus Bungeana</i>	Dec. 9....	Dec. 21....	Mar. 28....	13	<i>Philadelphus Coulteri</i>	Dec. 14....	Jan. 5....	Feb. 25....	22
<i>Evonymus europaea</i>	Dec. 13....	Dec. 24....	Mar. 28....	3	<i>Philadelphus erectus</i>	Dec. 14....	Jan. 5....	Mar. 1....	3
<i>Evonymus americanus</i>	Dec. 4....	Jan. 24.....		0	<i>Philadelphus Falconeri</i>	Dec. 14....	Jan. 2....	Mar. 1....	98
<i>Forsythia intermedia</i>	Dec. 6....	Jan. 2....	Mar. 14....	45	<i>Philadelphus Gordonianus</i>	Dec. 10....	Jan. 28....	Mar. 10....	95
<i>Forsythia suspensa</i>	Dec. 9....	Jan. 2....	Feb. 28....	24	<i>Philadelphus grandiflorus</i>	Dec. 10....	Jan. 10....	Feb. 9....	45
<i>Forsythia viridissima</i>	Dec. 9....	Dec. 20....	Mar. 14....	62	<i>Philadelphus inodorus</i>	Dec. 10....	Jan. 10....	Feb. 9....	88
<i>Fraxinus pistaciifolia</i>	Dec. 18....	Jan. 19....	Apr. 5....	30	<i>Philadelphus latifolius</i>	Dec. 15....	Jan. 2....	Jan. 25....	100
<i>Ginkgo biloba</i>	Dec. 20....	Feb. 4....	Apr. 5....	10	<i>Philadelphus latus</i>	Dec. 14....	Jan. 5....	Feb. 10....	75
<i>Grewia parvifolia</i>	Jan. 31....	Feb. 15.....		0	<i>Philadelphus Lewisii</i>	Dec. 10....	Jan. 2....	Feb. 9....	65
<i>Halesia tetraptera</i>	Dec. 4....	Jan. 19....	Apr. 4....	15	<i>Philadelphus Magdalenae</i>	Dec. 15....	Jan. 5....	Mar. 1....	20
<i>Hamamelis virginiana</i>	Dec. 4....	Mar. 7.....		0	<i>Philadelphus maxima</i>	Dec. 15....	Jan. 19....	Feb. 3....	75
<i>Hibiscus syriacus</i>					<i>Philadelphus nepalensis</i>	Dec. 15....	Dec. 31....	Jan. 29....	60
var. <i>amplissimus</i>	Jan. 5....	Jan. 26....	Apr. 4....	6	<i>Philadelphus nivalis</i>	Dec. 15....	Jan. 5....	Jan. 29....	65
<i>Hibiscus syriacus</i>					<i>Philadelphus pubescens</i>	Dec. 14....	Jan. 19....	Feb. 25....	65
var. <i>anemoneae florus</i>	Jan. 5....	Jan. 26.....		0	<i>Philadelphus Rosace</i>	Dec. 14....	Jan. 19....	Mar. 14....	65
<i>Hibiscus syriacus</i>					<i>Philadelphus sericanthus</i> var.				
var. <i>ardens</i>	Jan. 5....	Jan. 28....	Apr. 5....	3	<i>Rehderianus</i>	Dec. 14....	Jan. 5....	Mar. 1....	14
<i>Hibiscus syriacus</i>					<i>Philadelphus splendens</i>	Dec. 14....	Jan. 19....	Feb. 11....	72
var. <i>carneus</i>	Jan. 5....	Jan. 26.....		0	<i>Philadelphus virginale</i>	Dec. 14....	Jan. 19....	Feb. 10....	43
<i>Hibiscus syriacus</i>					<i>Physocarpus opulifolius</i>	Dec. 11....	Jan. 1....	Feb. 4....	20
var. "Boule de Feu"	Jan. 5....	Jan. 28....	Apr. 5....	7	<i>Physocarpus Ramaleyi</i>	Dec. 24....	Jan. 17....	Feb. 26....	95
<i>Hibiscus syriacus</i>					<i>Pistacia chinensis</i>	Dec. 24....	Dec. 28....	Jan. 25....	20
var. <i>coelestis</i>	Jan. 4....	Jan. 25.....		0	<i>Platanus acerifolia</i>	Dec. 20....	Feb. 15....	Feb. 17....	85
<i>Hibiscus syriacus</i>					<i>Platanus orientalis</i>	Dec. 20....	Feb. 11....	Feb. 16....	98
var. "Duchesse de Brabant"	Jan. 5....	Jan. 26.....		0	<i>Populus acuminata</i>	Dec. 20....	Feb. 9....	Mar. 7....	98
<i>Hibiscus syriacus</i>					<i>Populus balsamifera</i>	Dec. 20....	Feb. 14....	Apr. 5....	60
var. "Lady Stanley"	Jan. 5....	Jan. 26....	Apr. 11....	40	<i>Populus tomentosa</i>	Dec. 20....	Jan. 31....	Feb. 7....	14
<i>Hibiscus syriacus</i>					<i>Prunus avium</i>	Dec. 15....	Jan. 18.....		0
var. <i>purpureus</i>	Jan. 5....	Jan. 26.....		0	<i>Prunus communis</i>	Dec. 21....	Jan. 18.....		0
<i>Hibiscus syriacus</i>					<i>Prunus pennsylvanica</i>	Dec. 4....	Feb. 11.....		0
var. <i>pulcherrimus</i>	Jan. 5....	Jan. 24....	Apr. 1....	45	<i>Prunus persica</i> var.				
<i>Hibiscus syriacus</i>					<i>Nectarina</i>	Dec. 30....	Feb. 8.....		0
var. <i>puncens plena</i>	Jan. 5....	Jan. 28.....		0	<i>Prunus prostrata</i> ..	Dec. 24....	Jan. 13.....		0
<i>Hibiscus syriacus</i>					<i>Prunus tomentosa</i>	Dec. 21....	Jan. 17....	Feb. 26....	36
var. <i>rubra plena</i>	Jan. 5....	Jan. 26....	Apr. 5....	3	<i>Prunus triflora</i>	Dec. 24....	Jan. 29....	Mar. 28....	10
<i>Hibiscus syriacus</i>					<i>Prunus triloba</i>	Dec. 22....	Jan. 24....	Feb. 26....	65
single white, tinged red	Dec. 13....	Jan. 10....	Apr. 5....	1	<i>Prunus virginiana</i> , var. <i>leucocarpa</i>	Dec. 22....	Feb. 22.....		0
<i>Hippophae rhamnoides</i>	Dec. 13....	Dec. 24....	Mar. 10....	48	<i>Ptelea trifoliata</i>	Dec. 15....	Jan. 31.....		0
<i>Hydrangea arborescens</i>					<i>Pyrus arbutifolia</i>	Dec. 15....	Dec. 31.....		0
var. <i>grandiflora</i>	Dec. 6....	Feb. 4....	Apr. 5....	13	<i>Pyrus Arnoldiana</i>	Dec. 24....	Jan. 13.....		0
<i>Hydrangea paniculata</i>	Dec. 9....	Feb. 11.....		0	<i>Pyrus Bretschneideri</i>	Dec. 24....	Jan. 29.....		0
<i>Hydrangea paniculata</i>					<i>Pyrus Michauxii</i>	Dec. 24....	Feb. 4.....		0
var. <i>grandiflora</i>	Dec. 4....	Feb. 5.....		0	<i>Pyrus Sargentii</i>	Dec. 22....			0
<i>Hydrangea quercifolia</i>	Jan. 4....	Feb. 5.....		0	<i>Pyrus serotina</i>	Dec. 31....	Jan. 24.....		0
<i>Ilex opaca</i>	Dec. 23....	Jan. 15.....		0	<i>Pyrus sphacelocarpa</i>				
<i>Juglans rupestris</i>	Dec. 22....	Jan. 28.....		0	var. <i>globosa</i>	Dec. 31....	Jan. 24.....		0
<i>Juglans Sieboldiana</i>	Dec. 24....	Feb. 2.....		0	<i>Pyrus transitoria</i>	Jan. 4....	Jan. 19.....		0
<i>Kerria japonica</i> var. <i>plena</i>	Dec. 9....	Dec. 22.....		0	<i>Pyrus yunnanensis</i>	Dec. 21....	Feb. 9.....		0
<i>Kochreuteria paniculata</i>	Dec. 24....	Jan. 19.....		0	<i>Quercus imbricaria</i>	Dec. 22....	Feb. 17.....		0
<i>Leitneria floridana</i>	Dec. 3....	Jan. 18.....		0	<i>Quercus rubra</i>	Dec. 22....	Feb. 14.....		0
<i>Ligustrum amurense</i>	Jan. 31....	Feb. 11....	Mar. 25....	85	<i>Rhamnus Frangula</i>	Dec. 16....	Jan. 19....	Mar. 28....	3
<i>Ligustrum Iboia</i>	Dec. 15....	Dec. 31....	Mar. 28....	12	<i>Rhamnus japonica</i>	Dec. 13....	Jan. 10.....		0
<i>Ligustrum Iboia</i>					<i>Rhamnus Purshiana</i>	Dec. 4....	Feb. 14.....		0
var. <i>Regelianum</i>	Dec. 16....	Jan. 2....	Mar. 15....	50	<i>Rhamnus saxatilis</i>	Jan. 4....	Jan. 25.....		0
<i>Ligustrum ovalifolium</i>	Dec. 23....	Jan. 17....	Feb. 17....	40	<i>Rhododendron sinense</i>	Jan. 4....	Jan. 20.....		0
<i>Ligustrum Stauntonii</i>	Dec. 18....	Jan. 10....	Mar. 28....	85	<i>Rhodotypos kerrioides</i>	Dec. 13....	Jan. 2.....		0
<i>Ligustrum vulgare</i>	Dec. 15....	Jan. 2....	Feb. 4....	40	<i>Rhus canadensis</i>	Dec. 15....	Jan. 24....	Mar. 28....	22
<i>Liquidambar styraciflua</i>	Jan. 3....	Feb. 14.....		0	<i>Rhus copallina</i>	Dec. 14....	Jan. 20.....		0
<i>Liriodendron tulipifera</i>	Jan. 3....	Feb. 14.....		0	<i>Ribes aureum</i>	Dec. 13....	Dec. 31....	Feb. 9....	25
<i>Lonicera fragrantissima</i>	Dec. 3....	Dec. 15....	Jan. 3....	90	<i>Ribes Schneideri</i>	Dec. 24....	Jan. 13....	Feb. 8....	45
<i>Lonicera gigantea</i>	Jan. 4....	Jan. 13.....		0	<i>Ribes tenuiflorum</i>	Dec. 24....	Jan. 24.....		0
<i>Lonicera Ledebourii</i>	Dec. 13....	Dec. 23....	Feb. 17....	50	<i>Robinia Decaisneana</i>	Jan. 31....	Feb. 22.....		0
<i>Lonicera micrantha</i>	Dec. 15....	Jan. 18....	Jan. 21....	90	<i>Robinia hispida</i>	Dec. 15....	Jan. 17.....		0
<i>Lonicera Morrowii</i>	Dec. 9....	Dec. 20....	Jan. 18....	90	<i>Robinia Kelseyi</i>	Dec. 23....	Jan. 28.....		0
<i>Lonicera Standishii</i>	Jan. 31....	Feb. 15....	Mar. 28....	95	<i>Salix adenophylla</i>	Dec. 18....	Jan. 19....	Jan. 29....	75
<i>Lonicera tatarica</i>	Dec. 6....	Jan. 2....	Jan. 6....	65	<i>Salix cinerea</i>	Dec. 10....	Dec. 24....	Jan. 7....	100
<i>Magnolia acuminata</i>	Dec. 24....	Feb. 9.....		0	<i>Salix tristis</i>	Dec. 22....	Jan. 5....	Jan. 10....	40
<i>Magnolia Fraseri</i>	Dec. 3....	Jan. 19.....		0	<i>Salix viminalis</i>	Dec. 24....	Jan. 20....	Jan. 31....	98
<i>Magnolia glauca</i>	Jan. 3....	Feb. 1.....		0	<i>Sambucus nigra</i>	Dec. 13....	Jan. 10....	Jan. 7....	100
					<i>Sassafras variifolium</i>	Dec. 15....	Jan. 29.....		0
					<i>Securinega ramiflora</i>	Dec. 18....	Jan. 13....	Feb. 17....	60



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" " " " layers .....	130,000
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do Japonica " " " .....	55,000
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Scientific name	Date of placing cuttings in sand	Date of showing leaf growth	Date when fully rooted	Per- cent- age rooted
<i>Sorbaria arborea</i>	Dec. 15....	Jan. 2....	Feb. 16...	3
<i>Spiraea Billiardi</i>	Dec. 9....	Jan. 10....	Jan. 24...	90
<i>Spiraea bracteata</i>	Dec. 4....	Jan. 2....	Feb. 22...	50
<i>Spiraea Bumalda</i>				
var. "Anthony Waterer"	Dec. 11....	Jan. 2....	Mar. 28...	48
<i>Spiraea cantoniensis</i>	Jan. 4....	Jan. 13....	Apr. 5...	7
<i>Spiraea Douglasii</i>	Dec. 15....	Jan. 5....	Jan. 18...	100
<i>Spiraea Menziesii</i>	Dec. 3....	Jan. 5....	Jan. 18...	100
<i>Spiraea prunifolia</i>	Dec. 17....	Jan. 10.....		100
<i>Spiraea Reevesiana</i>	Jan. 4....	Jan. 13....	Apr. 5...	10
<i>Spiraea salicifolia</i>	Dec. 10....	Jan. 9....	Feb. 8...	97
<i>Spiraea Van Houttei</i>	Dec. 9....	Jan. 2....	Feb. 9...	9
<i>Staphylea pinnata</i>	Dec. 24....	Jan. 20....	Apr. 5...	48
<i>Staphylea trifolia</i>	Dec. 4....	Jan. 24....	Apr. 5...	12
<i>Symphoricarpus racemosus</i>	Dec. 17....	Feb. 8....	Feb. 11...	84
<i>Symphoricarpus vulgaris</i>	Dec. 16....	Jan. 20....	Jan. 26...	64
<i>Syringa villosa</i> var. <i>Oemodi</i>	Dec. 17....	Jan. 5....	Feb. 8...	40
<i>Syringa vulgaris</i>				
var. <i>nigricans</i>	Dec. 18....	Jan. 5....	Feb. 23...	30
<i>Tamarix galliea</i>	Dec. 17....	Jan. 10....	Feb. 10...	55
<i>Tilia platyphyllos</i>	Dec. 17....	Jan. 20.....		0
<i>Ulmus campestris</i>	Dec. 17....	Jan. 31.....		0
<i>Ulmus ineana</i>	Dec. 15....	Jan. 31.....		0
<i>Ulmus montana</i>	Jan. 18....	Feb. 17.....		0
<i>Viburnum Carlesii</i>	Jan. 3....	Jan. 26.....		0
<i>Viburnum cassinoides</i>	Dec. 13.....			0
<i>Viburnum dentatum</i>	Dec. 11....	Feb. 7....	Feb. 23...	25
<i>Viburnum Lantana</i>	Dec. 12....	Dec. 26.....		0
<i>Viburnum Lentago</i>	Dec. 10....	Feb. 11.....		0
<i>Viburnum molle</i>	Dec. 11....	Feb. 23.....		12
<i>Viburnum nudum</i>	Dec. 20....	Feb. 15.....		0
<i>Viburnum Opulus</i>	Dec. 10....	Feb. 11....	Feb. 16...	26
<i>Viburnum prunifolium</i>	Dec. 18....	Feb. 16.....		0
<i>Viburnum rufidulum</i>	Dec. 22....	Feb. 12.....		0
<i>Viburnum Sargentii</i>	Dec. 14....	Jan. 29.....		80
<i>Viburnum theiferum</i>	Dec. 22....	Jan. 13....	Feb. 8...	50
<i>Viburnum tomentosum</i>	Dec. 13....	Jan. 2....	Feb. 8...	32

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If there's nobody that hates you, none that hankers for your gore,  
If none complain about you, none with a head that's sore,  
If to date they've overlooked you, there remains one chance alone:  
Bribe some one to jump on you, if it costs you all you own!

If you haven't been dissected, scalped or beaten to a pulp,  
If the papers haven't roasted and consumed you at a gulp,  
Either hustle for a hearing and the Vigilantes brave,  
Or go out and rest your ashes in some quiet little grave.

For you're wholly out of fashion, and the fashion's quite unique—  
Every cat must catch its weasel, every rat be made to squeak,  
It's the day for pots and kettles to get busy calling names,  
And we've got to stand the racket or get into other games.

—SAMUEL SMILAX.  
(adapted).

AMENDMENTS TO THE CONSTITUTION  
OF THE A. A. OF N.

Article 3 amended to read as follows:—The officers of the Association shall consist of the president, vice-president, secretary and treasurer, and the executive committee. The president, vice-president and treasurer shall be elected by ballot at the annual meeting of the association and hold office for one year or until their successors are chosen. The executive committee shall consist of the president, and vice-president ex-officio, and five others, nurserymen, active members, who shall be elected by ballot; two to be elected for one year, three to be elected for two years and annually hereafter alternately, two for two years and three for two years. There shall also be a vice-president from each state to be chosen by their respective state delegations at the annual convention, who shall hold office until their successors are duly elected. The Secretary shall be chosen by the executive committee and shall hold office subject to approval of said executive committee.

Article 7: The annual membership fees for active members shall be \$10.00 plus additional dues based on annual gross volume of business without deductions of any character, as follows:—

\$ 10,000 to	\$ 25,000	\$ 10.00
25,000 to	50,000	20.00
50,000 to	75,000	30.00
75,000 to	100,000	40.00
100,000 to	150,000	60.00
150,000 to	200,000	85.00
200,000 to	250,000	110.00
250,000 to	300,000	135.00
300,000 and up		150.00

The membership fees and dues to be paid prior to the 1921 convention and annually thereafter until the constitution shall be amended.

The annual membership fee for associate members or non-voting members shall be \$10.00.

The annual membership fee and dues based on the above schedule are due prior to the date of annual meeting and become delinquent after July 15th of each year. Any member making a false report of the amount due the association as provided above, shall forfeit his membership.

RECOMMENDATIONS OF THE EXECUTIVE COMMITTEE OF THE AMERICAN ASSOCIATION OF NURSERYMEN THAT WERE ADOPTED AT THE CHICAGO CONVENTION JUNE 23rd, 1921.

No. 1 VIGILANCE COMMITTEE: Your executive committee recommends the continuance of a Vigilance Committee and urges that the Association continue to back this committee to the limit of its power in order to carry out our determination to free the association from undesirable members.

No. 2 SETTING OUR HOUSE IN ORDER: It is further recommended that each year the secretary be instructed to mail to each member a complete list of the Association membership so that each member may report to the Executive Committee through the Secretary, any member guilty of unscrupulous or fraudulent dealings.

No. 3: Owing to the wide difference of opinion arising from the use of the present trade mark, we, the Execu-



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# LABELS FOR NURSERYMEN

THE BENJAMIN CHASE CO.  
DERRY, N. H.

When writing to Advertisers please mention the National Nurseryman.



tive Committee, hereby recommend that its use be discontinued and that no further printing of the trade mark be done by our members.

### ILLINOIS STATE TREE

Swain Nelson & Sons Co., Chicago, Ill., have just sent a red oak tree to be planted in the forest of trees at Exposition Park, Los Angeles, California. It is to represent the State of Illinois, and is one of the forty-eight trees which will be planted to represent each of the states in the union. This tree was sent at the request of the Department of Agriculture of Illinois.

## FOR SALE

**FOR SALE**—Three connected Cypress green-house Frames, 22-23-29x65 ft., suitable for propagating houses. Pipe frame construction. Dismantled and ready for immediate shipment, 20 boxes glass 12x14 inches.

A. J. HUMPHREYS, Mt. Sterling, Ky.

Rose Stock of Manetti cuttings  
Canina cuttings and seedlings  
Multiflora Japonica (cuttings and seedlings)  
Multiflora (Seven Sisters) cuttings  
Rugosa cuttings  
Rugosa stems 5-6 and 6-7 feet  
for standard and weeping roses  
Quince cuttings 5-8, 7-12 m m  
Pear Seedlings 3-5, 5-8, 7-12 m m  
Apple seedlings 3-5, 5-8, 7-12  
Apple transplanted 5-8, 7-12, 10-15 m m  
Morello Cherry 5-8, 7-12, 10-15 m m  
Mahaleb 5-7, 7-12 m m  
Myrabolan 3-8, 5-7, 6-10 m m  
St. Julien 3-8, 5-7, 7-12 m m  
Azalea Ponticum stock } for grafting  
Rhododendron Ponticum stock } purposes  
Blue Spruces, Azaleas, Rhododendrons, 1 and 2 yr. } Under  
grafted for lining out } Special  
And other young stock } Permit

All stock is free of disease and pest

**KROMHOUT & CO.** - **BOSKOOP, HOLLAND**  
Telegraphic Address, Kromhout Co., Boskoop

### HOLMAN BROS., Leavenworth, Kan.

Gooseberries, Currants, Blackberries,  
Clematis Paniculata, Rhubarb, Asparagus.

For Fall delivery. Write for prices.

## PEONIES AND IRISES

### All Strong Divisions

#### PEONIES

Twelfth year of our unique guarantee: "We will replace with three every plant blooming untrue to description."

Couronne d'Or

Delicatissima

Monsieur Dupont

Venus

Albert Crousse

Felix Crousse

Octavie Demay

Pierre Duchartre

Claire Dubois

Mme. Emile Lemoine

Baroness Schroeder

Marie Crousse

#### IRISES

Kochii

Caprice

Loreley

Monsignor

Lohengrin

Rhein Nixe

Queen Alexandra

Prosper Laugier

Parisiana

Parc de Neuilly

Sherwin Wright

Offered subject to being unsold on receipt of order. Write for Prices.

### PETERSON NURSERY,

30 N. La Salle St.,

Chicago, Ill.

## WANTED

**WANTED**—A bright, energetic young man as assistant nursery superintendent. Fine opportunity to be connected with a live, going and growing concern. Position open September 1st.

PFUND NURSERY CO.,

Elmhurst, Ill.

#### WANTED FOR LATE FALL 21 DELIVERY

20,000 California Privet 2 to 3 ft.  
15,000 Spirea Van Houtti 2 to 3 ft.  
1000 Althea 4 ft. Assorted named  
1000 Deutzia Pride of Rochester  
1000 Weigelia Eva Rathke  
1000 Hydrangea P. G.  
1000 Hydrangea Arborescens  
1000 Flowering Almond  
1000 Philadelphus, Assorted Colors.

Address at once

THE BREITMEYER NURSERY CO.

201 Breitmeyer Bldg., Detroit, Mich.

ESTABLISHED 1893

## THE NATIONAL NURSERYMAN

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock. Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.50 per year in advance. FOREIGN SUBSCRIPTIONS \$2.00 per year in advance.

Advertising Rates on Application

### THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated

Subscribers to "Nurserymen's Fund for Market Development."

Hatboro, Penna.

When writing to Advertisers please mention the National Nurseryman.



**Retinosporus Pisifera, Squarosa Veitchii**

Per 100 and per 1000

**AUDUBON Nursery, H. Verzaal, Prop., P.O. Box 275, Wilmington, N. C.****Berberry Seedlings**

(OUR SPECIALTY)

Ampelopsis Veitchii—seedlings, transplants

Ibota Privet seedlings

Let us quote on your requirements

**C. E. WILSON & CO.****Manchester - - Conn.****EVERBEARING STRAWBERRY PLANTS**

If you need Everbearing strawberry plants to fill spring orders or if you wish to increase your planting in nurseries, we can supply you with genuine PROGRESSIVE Everbearing plants, guaranteed to be TRUE TO NAME and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties growing in our experimental grounds that are not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out.

**THE GARDNER NURSERY CO., Drawer 103, Osage, Iowa.****Will Contract Peach Trees for Fall 1922**

We have several fine blocks of peach seedlings. Will bud in lots of Twenty thousand or more of such varieties as is wanted for reliable nurserymen who are short of seedlings. Write us for prices etc.

**MARBLE CITY NURSERY CO.,  
KNOXVILLE, TENN.****50,000 Grape Concord, 1 yr. No. 2 grade****W. B. COLE,  
PAINESVILLE, OHIO****YOUR CATALOGUE**

"Ready Made" Nursery, Seed and Fall Bulb Catalogues, with your name and address on the front cover. Beautifully illustrated with natural colors on cover pages. We keep them in stock for prompt shipment. Ask for sample. They will greatly increase your sales—and they don't cost much.

**CAMPBELL PRINTING COMPANY  
917 Walnut Street, Des Moines, Iowa.****PEACH TREES**

Estimated Surplus on which Special Prices will be quoted.  
Please submit your list of needs.

Variety	4-5 ft.	3-4 ft.	2-3 ft.	Variety	4-5 ft.	3-4 ft.	2-3 ft.
Mayflower	1200	1800		Elberta	500	400	550
Victor	200	400		Lt. Crawford	150	250	550
Yel. Swan	1150	1300	700	Matthews	300	400	900
Greensboro	700	1000		Greenville C.	250	250	550
Carman	2400	1800	1200	Heath C.	600	500	900
Hiley	350	250	450	Salway	850	500	1000
Slappey		400	800	Wonderful	300	300	500
Champion	300	400	800	Levy Lt.	150	150	350
Belle Ga.	3600	2500	2500	Stinson	800	700	1300
Chinese C.	750	600	1300	Bilyeu	600	200	500

**The Howard -- Hickory Co.  
Hickory - - N. C.**

**PEONY SURPLUS**—About 3000 divisions, 2 to 3 eyes, in three named sorts. 2000 German Iris, four sorts. 300 soft maple, 5 to 7 ft., branched. About 5000 St. Regis canes for fall delivery.

A. J. HUMPHREYS, Mt. Sterling, Ky.

We have PEACH, PEAR, PLUM, PECANS, JAPAN PERSIMMON AND MULBERRY to offer, also one and two-year APPLE.

Write us if in need of stock.

**COMMERCIAL NURSERY CO. - Decherd, Tenn.****Small Fruit Plants  
for the Trade**

Eldorado and Blower Blackberry, Cumberland, Kansas, Plum Farmer, Gregg, Haymaker, Cardinal, St. Regis, King and Cuthbert Raspberries.

**P. D. BERRY & SONS**

159 Haller St.,

Dayton, Ohio.

**PRINTING**

Catalogues  
Stationery  
Business Forms



The Robinson  
Publishing Co.  
Hatboro, Pa.

**Specialists in Nursery Printing**

Ask for Prices.

We are the printers of this Magazine

**LA BARS RHODODENDRON NURSERY**

Collectors and Growers.

Collectors from mountains of North Carolina, Va., West Va., and Penna., specializing in native Rhododendron, Kalmia and Azalea. Less carload orders distributed from Stroudsburg. Nursery grown R. Maximum, R. Catawbiense, R. Carolinianum and R. Minus, Kalmia, native Azalea, in various sizes at Stroudsburg.

Write us regarding your fall requirements.

**STROUDSBURG, PA. (D. L. & W. R. R.)**

When writing to Advertisers please mention the National Nurseryman.



# Bobbink & Atkins

Nurserymen and Florists

Subscribers to "Nurserymen's Fund for Market Development."

RUTHERFORD, NEW JERSEY

Palms and Greenhouse Stock, Roses, Evergreens  
Trees and Perennials. Bay Trees, Boxwood, Rhododendrons,  
Andromedas, Ericas and Azaleas.

Send us your want list.

Inspect our stock.

## PEACH SEED

PROSPECTS are GLOOMY for North Carolina  
PEACH PITS for fall delivery shipment 1921.

**J. Van Lindley Nursery Co.**

Pomona, N. C.

## The Gardeners' Chronicle

(Established 1841)

The BEST and OLDEST horticultural paper in  
England. Price 6½d per week.

Send for free copy and subscription rates to:—

**The Publishers, 41 Wellington St.**

W. C. 2, London, England

## ALL "AMERICAN NURSERYMEN"

Wishing to do business with Europe should send for the

## "Horticultural Advertiser"

This is The British Trade Paper being read weekly by  
all Horticultural traders. It is also taken by over 1000 of  
the best Continental houses. Annual subscriptions to cover  
cost of postage, \$1.00. Money orders payable at Lowd-  
ham, Notts. As the H. A. is a purely trade medium appli-  
cants should, with the subscription, send a copy of their  
catalogue or other evidence that they belong to the nursery  
or seed trades. Address

HORTICULTURAL ADVERTISER, Ltd.

Lowdham, Notts, England

## HORTICULTURE

A WIDE-AWAKE PAPER FOR

NURSERYMEN, FLORISTS AND GARDENERS

Contains special features not found in any other trade  
journal.

Issued twice a month.

Price, \$1.00 a year.

**Horticulture Publishing Company**

739 Boylston St., Boston.

### TREES

Largest assortment in New Eng-  
land. Evergreens, deciduous trees,  
both common and rarer varieties.  
Sturdy, choice stock that can be  
depended upon. Send for catalog  
and special trade prices.

**The Bay State Nurseries**

North Abington  
Mass.

### SHRUBS

This New England soil and cli-  
mate produce fine sturdy shrubs.  
Special trade prices. By the thous-  
ands, hardy Native and Hybrid Rho-  
dodendrons—transplanted and accli-  
mated. Send your lists let us est.

## SCARFF'S NURSERY

Headquarters for

## Small Fruit Plants

and LINING OUT STOCK

1400 Acres "At it 25 Years"

We offer for fall 1921 a good assortment of the following  
stock and will be pleased to submit prices on your want list.

Strawberries	Grape Vines	Hardwood Cuttings
Raspberries	Iris	Barberry Seedlings
Blackberries	Privet	Calycanthus Seedlings
Dewberries	Spirea	Althea Seedlings
Currants	Volga Poplar	Asparagus
Rhubarb	Horseradish	Gooseberry Layers

See wholesale list before placing your order.

W. N. SCARFF & SONS

NEW CARLISLE

OHIO

A Fine Stock of

**Norway Maple, Silver Maple, European Sycamore**

and other Ornamental Trees in All Sizes

A beautiful lot of CUT LEAF BIRCH 8-10 ft. and 10-12 ft.

Hardy Shrubs of all kinds

Also a limited supply of Fruit Trees and Small Fruit Plants.

**T. B. WEST**

Maple Bend Nursery

Perry, Ohio

**Holland Fruit Tree and Rose Stocks**

from

**C. Van Kleef & Co's Nurseries**

**Boskoop, Holland**

Growers of a complete line of Holland stock for Can-  
ada. For all information as to stocks, Prices, etc.,  
address

**WELLER NURSERIES CO.**

Sole Agents

HOLLAND

MICHIGAN

## Champion Nurseries, Perry, Ohio

Offer the following stock:

Peach, Pear, Plum and Cherry

Grape vines and small fruit plants

Shade and Ornamental Trees

Shrubs, Vines, Peonies, etc.

**H. J. Champion & Son, Perry, Ohio**



# FRAMINGHAM QUALITY NURSERY STOCK

for

## YOUR RETAIL TRADE

We grow the grade of evergreens, trees, shrubs and vines that will bring repeat orders from your customers.

Now is the time to prepare for Spring business. Make us a visit. Inspect our stock and reserve what you require for Spring shipment.



## Raspberry, Blackberry

### and other Small Fruit Plants

in large supply

Special prices for fall shipment

*J. T. LOVETT, Little Silver, N. J.*

## HILL'S EVERGREENS

Since 1855

For Fall 1921 and Spring 1922 delivery we have a large stock of choice and rare varieties of Evergreens for nursery planting. We also have a good supply of Deciduous Trees and Shrub stock for lining out. Careful packing given special attention. Trade List for Nurserymen only is now ready.

**The D. Hill Nursery Co., INC.**

Evergreen Specialist---Largest Growers in America

Box 401.

Dundee, Illinois.

## NURSERY BANDS

Manufacturers of

### STEEL BOX STRAPPING

FOR

### NURSERY PURPOSES

**SPECIAL OFFER**—We offer all or any part of an accumulation of long Nursery Bands one inch in width and sixty inches to one hundred and twenty inches in length, at a reduction of twenty dollars a ton. This offer holds good until stock is disposed of.

WRITE US

COVERING YOUR WANTS IN STEEL BANDS

**American Steel Band Co.,**

888 Progress Street,

ALLEGHENY, PA.

## “Getting Back to Normalcy”

For Fall we will be able to supply our customers with the varied line of Trees, Shrubs, and Herbaceous Plants that they will need.

Fall Price List ready in September.

**Thomas B. Meehan Co.**

Wholesale Nurserymen

Dresher, Penna.

## Peonies A SPECIALTY

The cream of 1200 sorts

Some extra new ones

**THE WORLD'S BEST!**

Eighteen Acres

Write for our List

Cannas, Dahlias and Gladioli

**C. BETSCHER, Dover, O., U. S. A.**



## FRUIT TREES

### PEACHES—1-year budded

25000 Elberta  
20000 Carman  
10000 Hiley  
5000 Ray  
20000 Belle of Georgia  
5000 J. H. Hale  
5000 Mamie Ross

### CHERRIES—2-year budded

1000 Early Richmond  
1000 Montmorency  
APPLES—2-year  
1000 Yellow Transparent  
1000 William's Early Red  
5000 Delicious  
5000 McIntosh

### 20000 Stayman

2000 Paragon  
2000 Rome Beauty  
5000 Gano  
1000 Winesap  
500 R. I. Greening

### KIEFFER PEAR

5000 2-year budded

## FLOWERING SHRUBS

850 Coral Berry  
500 Dogwood, Red-twigged  
1000 Deutzia crenata  
1000 Deutzia, Pride of Rochester

1000 Deutzia, Double White  
400 Mock Orange, Common  
200 Rose of Sharon, Assorted Colors  
200 Sweet-scented Shrub

1000 Spiraea Van Houttei  
300 Spirea, Anthony Waterer  
100 Weigela amabilis alba  
500 Weigela rosea

## SHADE TREES

5000 Maple, Norway,  
10 to 12 ft., 1½ to 1¾ in.  
8000 Maple, Norway,  
12 to 14 ft., 1¾ to 2 in.  
7500 Maple, Norway,  
14 to 16 ft., 2 to 2½ in.  
9000 Maple, Norway.....2½ to 3 in.  
5000 Maple, Norway.....3 to 3½ in.  
2000 Maple, Norway.....3½ to 4 in.  
400 Maple, Norway.....4 in.  
100 Oak, Pin.....5 to 6 ft.

1000 Oak, Pin.....6 to 7 ft.  
1000 Oak, Pin.....7 to 8 ft.  
500 Oak, Pin.....8 to 10 ft.  
100 Oak, Pin.....10 to 12 ft.  
6000 Plane, Oriental  
8 to 10 ft., 1¼ in.  
7000 Plane, Oriental  
10 to 12 ft., 1½ in.  
8000 Plane, Oriental  
12 to 14 ft., 1¾ in.  
5000 Plane, Oriental  
14 to 16 ft., 2 in.

3500 Plane, Oriental.....2½ in.  
3500 Plane, Oriental.....3 in.  
500 Poplar, Carolina.....6 to 8 ft.  
1500 Poplar, Carolina.....8 to 10 ft.  
1500 Poplar, Carolina.....10 to 12 ft.  
400 Poplar, Lombardy....6 to 8 ft.  
1500 Poplar, Lombardy....8 to 10 ft.  
1500 Poplar, Lombardy...10 to 12 ft.  
1000 Walnut, Black.....5 to 6 ft.  
1000 Walnut, Black.....6 to 7 ft.

## SPECIMEN EVERGREENS

15 Fir, Cephalonian.....10 ft.  
20 Fir, Cephalonian.....9 ft.  
50 Fir, Cephalonian.....8 ft.  
150 Fir, Cephalonian.....6 ft.  
300 Fir, Nordmann's.....6 ft.  
300 Fir, Nordmann's.....5 ft.  
300 Fir, Nordmann's.....4 ft.  
300 Canadian Hemlock.....6 ft.  
400 Canadian Hemlock.....5 ft.  
300 Canadian Hemlock.....4 ft.  
500 Canadian Hemlock.....3 ft.  
100 Juniper, Schott's.....6 ft.  
50 Retinospora,  
Golden Pea-fruited.....8 ft.  
50 Retinospora,  
Golden Pea-fruited.....7½ ft.  
100 Retinospora,  
Golden Pea-fruited.....7 ft.  
100 Retinospora,  
Golden Pea-fruited.....6 ft.  
200 Retinospora,  
Japanese Pea-fruited...6 ft.  
200 Retinospora,  
Japanese Pea-fruited...5½ ft.  
300 Retinospora,  
Japanese Pea-fruited...5 ft.  
300 Retinospora,  
Japanese Pea-fruited...4½ ft.  
50 Retinospora,  
Japanese Graceful.....7 ft.  
50 Retinospora,  
Japanese Graceful.....6 ft.  
300 Retinospora,  
Japanese Plumelike.....6 ft.

400 Retinospora,  
Japanese Plumelike.....5½ ft.  
300 Retinospora,  
Japanese Plumelike.....5 ft.  
300 Retinospora,  
Japanese Plumelike.....4½ ft.  
300 Retinospora, Japanese  
Golden Plumelike.....8 ft.  
300 Retinospora, Japanese  
Golden Plumelike.....7½ ft.  
400 Retinospora, Japanese  
Golden Plumelike.....7 ft.  
300 Retinospora, Japanese  
Golden Plumelike.....6½ ft.  
400 Retinospora Obtusa.....6 ft.  
300 Retinospora Obtusa.....5½ ft.  
300 Retinospora Obtusa.....5 ft.  
300 Retinospora Obtusa.....4½ ft.  
300 Retinospora,  
Veitch's Japanese.....8 ft.  
300 Retinospora,  
Veitch's Japanese.....7½ ft.  
300 Retinospora,  
Veitch's Japanese.....7 ft.  
300 Retinospora,  
Veitch's Japanese.....6½ ft.  
150 Pine, Austrian.....5 ft.  
250 Pine, Austrian.....4 ft.  
300 Pine, Austrian.....3 ft.  
20 Pine, Scotch.....8 ft.  
20 Pine, Scotch.....7 ft.  
50 Pine, White.....4 ft.  
150 Pine, White.....3½ ft.

500 Spruce, Norway.....12 ft.  
600 Spruce, Norway.....10 ft.  
1200 Spruce, Norway.....9 ft.  
2000 Spruce, Norway.....8 ft.  
2000 Spruce, Norway.....7 ft.  
1200 Spruce, Norway.....6 ft.  
75 Spruce, White.....12 ft.  
75 Spruce, White.....10 ft.  
50 Spruce, Oriental.....5 ft.  
50 Spruce, Oriental.....4 ft.  
8 Spruce, Douglas.....8 ft.  
100 Spruce, Douglas.....7 ft.  
100 Spruce, Douglas.....6 ft.  
300 Arborvitae, American...10 ft.  
600 Arborvitae, American...9 ft.  
900 Arborvitae, American...8½ ft.  
1800 Arborvitae, American...8 ft.  
1600 Arborvitae, American...7½ ft.  
1800 Arborvitae, American...7 ft.  
900 Arborvitae, American...6 ft.  
1000 Arborvitae, Chinese...9 ft.  
1000 Arborvitae, Chinese...8 ft.  
1500 Arborvitae, Chinese...7 ft.  
1000 Arborvitae, Chinese...6 ft.  
25 Arborvitae, Fernlike....8 ft.  
25 Arborvitae, Fernlike....7 ft.  
50 Cedar, Blue Virginia....8 ft.  
25 Cedar, Blue Virginia....7 ft.  
10 Cedar, Indian.....15 ft.  
20 Cedar, Indian.....12 ft.  
100 Cedar, Red.....8 ft.  
200 Cedar, Red.....7½ ft.

## HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland





# THE NATIONAL NURSERYMAN



SEPTEMBER 1921

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
Cuthbert Raspberries  
Spiraea Van Houtte  
Other Ornamentals  
Shrubs

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**

Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons CO.'s Celebrated  
Graft and Stock Planter and Firmer

## Strawberry Plants

Everbearing and Standard

From November 1 to May 1

We can supply you healthy true-to-name, well-rooted plants. Fresh dug every day. Can ship to you or direct to your customers. Let us handle your Strawberry plant business this year. Our plants please our customers. They will please yours. Write for trade prices.

**The W. F. Allen Company**

Strawberry Specialists,

Salisbury,

Maryland

## Mount Arbor Nurseries,

—30 Years at Shenandoah—

Large acreage.—Large assortment.

We pride ourselves in having old and experienced help. Our grading and method of handling our stock will suit you.

We have a fine assortment of Fruit Trees, Small Fruits, Shade and Ornamental Trees, Ornamental Shrubs, Vines, Roses, Evergreens, and Forest Tree Seedlings.

AND REMEMBER, we have a fine lot of Fruit Tree Stocks this year—

American Grown Apple and Japan Pear  
French Grown—Apple, Mahaleb, Mazzard  
Myrobolan, Pear, Quince, Rose Stocks  
Manetti and Multiflora

We can offer French Stock for direct shipment  
SHENANDOAH or FRANCE

LET US QUOTE ON YOUR WANTS

## MOUNT ARBOR NURSERIES

E. S. WELCH, Pres.

SHENANDOAH, IOWA.

## A Complete Line to Select from with the Following Items as Leaders

SHRUBS and VINES, a full line

BARBERRY THUNBERGII, CALIFORNIA and  
AMOR RIVER privet

FRUIT and ORNAMENTAL trees, a fine assortment

AMPELOPSIS VEITCHII, 2 yr. heavy

ROSES, H. P. and CLIMBING

RHUBARB and ASPARAGUS

SEEDLINGS, CONNECTICUT GROWN. Barberry  
Thunbergii, Ampelopsis Veitchii, Multiflora  
Japonica Rose, best American stock for budding.  
Wichuriana Rose and Silver Maple

FOREIGN STOCKS, FRENCH GROWN. Apple,  
Mahaleb and Pear seedlings, also quince cuttings.

WE GUARANTEE SATISFACTION

Our line is full. Send us your list for quotations

**C. R. BURR & COMPANY**

Manchester, Conn.



The  
Preferred  
Stock



The  
Preferred  
Stock

## PLUNGING

Is bad business—everyone will admit. At the same time there is such a thing as being too conservative.

Consider the present situation in the nursery business. Sales are steady—prospects are good for next fall and spring. The trade has not yet recovered from the shortage developed during the war. Many kinds of ornamentals, especially roses and shrubs, are not available in large enough quantity to go around.

It is good business, therefore, to be sure you have covered your known wants and to play safe on your estimated needs.

Our own assortments are very complete and we invite enquiries about:

FIELD GROWN ROSES  
DECIDUOUS SHRUBS  
CLIMBING VINES  
HARDY PERENNIALS  
ORNAMENTAL SHADE TREES  
FRUIT TREES

## Jackson & Perkins Company

Newark, - - - New York State.

WHOLESALE ONLY

The  
Preferred  
Stock

The  
Preferred  
Stock

## Bunting's Nurseries

G. E. Bunting & Sons, *Proprietors*

Selbyville - Delaware

### OFFER FOR DELIVERY

Fall 1921 and Spring 1922

### GRAPE VINES

Concord, Niagara, Worden, Moore's Early,  
and Catawba

### STRAWBERRY PLANTS

Leading Standard and Everbearing varieties

Correspondence Solicited

We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

COLLECTORS OF TREE SEEDS

THE

North-Eastern Forestry Co.

CHESHIRE

...Connecticut...

Subscribers to "Nurserymen's Fund for Market Development."

1857

1921

## BRAGG'S

COMMON SENSE

## TREE DIGGER



REPAIRS

Always on hand.

Send for Catalogue

Digger gets All the Roots at the rate of Twenty to Forty Thousand trees per day, and only needs same power as plow.

L. G. BRAGG & CO.

KALAMAZOO, MICH.



# PAINESVILLE NURSERIES



## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

Subscribers to "Nurserymen's Fund for Market Development."



**J. H. SKINNER & CO.****Topeka                  Kansas.**

We offer for very late fall or early spring shipment:

Apple trees, 2 years. Peach trees, 1 year.

Plum on Peach, 1 year. Keiffer Pear, 2 years.

Gooseberries, 1 year, strong plants.

Rhubarb, Myatt's Linnaeus, divided roots.

Apple Seedlings, Japan Pear Seedlings.

Forest Tree Seedlings

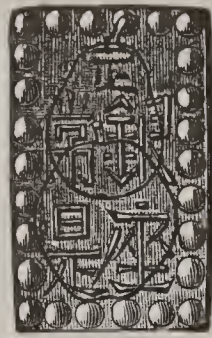
**SHADE TREES**

Elm, all sizes up to 2½ inches.

Soft Maple, Ash.

Amoor River Privet 12-18 in., 18-24 in., 2-3 ft.

Spirea Van Houtti 12-18 in., 18-24 in., 2-3 ft.,  
3-4 ft.

**Heikes—Huntsville—Trees**

This season we are boasting about our

TWO YEAR PEAR, as fine as we have ever grown.

ONE YEAR PEACH, splendid trees, standard varieties.

PRIVETS—all kinds—we are headquarters for these this year.

Of course, we have our usual supply of fruit trees, roses, shrubs, etc.

The growing season with us has been ideal thus far and our stock looks unusually well.

Trade list now ready. If you have not received yours write for same.

**THE HUNTSVILLE WHOLESALE NURSERIES, INC.,**  
HUNTSVILLE, ALA.

**A**  
**Complete Assortment**  
of  
**NURSERY STOCK**

Apple, Peach, Pear, Plum

Cherry and Quince

Small Fruits

Ornamental Trees

Shrubs

Evergreens

Paeonies

Perennials

Roses

**W. & T. SMITH COMPANY**

GENEVA, N. Y.

74 Years

1000 Acres

Write for special prices

Subscribers to "Nurserymen's Fund for Market Development."

**A Complete**  
**Variety of**  
**Nursery Stock**



60000

Norway and American Elm  
fine stock in car load lots or less



**C. M. Hobbs & Son**

BRIDGEPORT

Indiana



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXIX.

HATBORO, PENNA., SEPTEMBER 1921

No. 9

## Salesmanship

Among other remedies for the present stagnation in business, salesmanship is being recommended in the daily press and periodicals as a means to start the public buying. The kind of salesmanship suggested is not merely order takers, but men who can go on the road, search out localities and prospects and develop market for goods that without his efforts would not be sold at all. There is perhaps no field of endeavor so great as in the nursery business along these lines.

There is a natural love for growing things, although it may be in a dormant condition, in the majority of people. Then again there are so many garden treasures that are only known to the few. While the many would like to possess them if they only knew of their existence and how to obtain them.

There is no doubt that efficient salesmanship would do much towards starting the wheels of commerce moving and as far as the nursery trade is concerned it is the weakest spot in the marketing of the nurseryman's products. It is a part of the business that has not received the consideration its importance calls for.

Of course the nurseryman offers his goods through his catalog, advertising in periodicals and other channels by the aid of printer's ink. These methods lack the human touch and are poor at best when business is stagnated. What it needs is enthusiasts who believe in their mission of making the country more beautiful in addition to the commission they may make on their sales. The nursery salesman who goes out with the idea that only orders count and will recommend a tree peony for a shade tree to the ignorant customer, or thinks it good business to unload a dozen fruit trees on a man who has only room for one is not a good salesman, he may turn in many orders but leaves a trail behind him that effects future sales in that locality for many years. Such methods are obsolete and not conducive to increased consumption nor building business.

The sales transaction that does not profit both the buyer and seller is a poor one.

We all know the kind of salesman we would like to have on the road, men of good education and with a good knowledge of plants, who can interest his customers, advise them what and how to plant and gain their good will for repeat orders.

Every salesman who has had experience knows the first order is invariably small and hard to get and is seldom a profitable one. It is the good will that he builds for his house that really makes it worth while.

Such men are scarce and hard to find and the qualities they possess fit them for handling lines that are more profitable, unless they are directly interested in the firm they represent.

The much maligned nursery salesman with his plate book is the salesman that most nurseries have to fall back upon to carry a knowledge of their stock in trade along the by ways and hedges, and this is the field where real business building and market development is most needed. The wealthy localities where choice nursery stock has already been freely used and where nicely laid out grounds are the rule rather than the exception may be considered as having the market already developed. From such localities orders come through the landscape gardeners or by direct solicitation from the nurseries themselves. It is in the uncultivated fields that have the great potential market. It is in the thousands of smaller American homes that should spend five to fifty dollars or more where the great possibility of the future welfare of the nursery industry lies. It is in this field that the nurseryman should concentrate his efforts. The larger places may be left to express their own wants.

Nursery stock unlike any other is not a finished article when it is sold. The salesman with his plate book shows the customer a highly colored picture of a rose, an apple or a Bridal Wreath Spiraea, but if they are ordered, a few sticks are delivered and to many they appear very much alike. It is this feature that is peculiar to the nurseryman's stock in trade that makes it different from most goods, it only has a potential value.

To build a business with such goods calls for more scrupulous honesty, more truthfulness and closer cooperation to enable the customer to get value out of his purchase than with goods whose value is more immediate and apparent.

Does the salesman get the help and cooperation from his house that is conducive to repeat orders and market development? Or are plate books gotten and salesmen instructed with the one idea in mind. Get orders and after the goods are delivered our responsibility ceases, it is up to the purchaser to produce the results shown in the plate book.

The nursery salesman has been maligned, perhaps more than he deserves, a portion of the blame is really chargeable to the nurseryman for not equipping him with a more conservative (and helpful to the customer) outfit with which to demonstrate his goods. In spite of everything that has been charged against him he has done good missionary work against great odds in developing a market for nursery products.

Is it not time nurserymen began to apply modern methods and ideas to the equipment of their salesmen.

The Market Development Movement as organized by the American Association of Nurserymen are already carrying out a campaign for arousing interest in plants and planting. It will still remain for the salesman to



create the desire and clinch the order. The publicity campaign by the American Association will make orders come easier but it is hardly likely to increase their volume very much unless there is active cooperation by the drummers up of business.

If the nursery business is such that it will not stand the cost of high grade salesmen on the road, who know their goods, and can tell the customer how to obtain the goods he thinks he is buying, would it not be well to make up for his lack of knowledge the best equipment that can be conceived, an outfit designed for the purchaser's benefit rather than for making sales.

### PUBLICITY FOR FLORISTS

*The following paper by L. D. Fernald, read before the recent Florist's Convention is equally applicable to the Nursery Trade and will speak for itself.*

*All that is necessary is to substitute Trees and Plants for Flowers to fully appreciate the forceful argument set forth in favor of advertising nursery products.*

If, when I was invited to speak to you, I had been told that Major O'Keefe was going to address you, I certainly wouldn't be here, except in the audience. I would have said that having him here really makes it unnecessary—in fact, rather ridiculous—for me or any other advertising man to hold forth—especially when what is said will have to stand the test of being immediately compared with the remarks of an outstanding expert on advertising, who has also studied intimately the opportunities and processes of flower advertising.

Because of that, and because my enthusiasm over the vast opportunities of the business of flowers may tend to make me talk too long, there is double reason to stick pretty close to some notes on the subject.

Your president in his official page of welcome in this convention program refers to the fact that this convention has everything that any other convention ever had except "certain cooling liquids." This desire for "something with a kick to it" isn't limited to conventions; every business man is, in these days, looking for "something with a kick to it" to pour into his business.

What Major O'Keefe and I are asked to do is to try to provide some prescriptions that will enable you to stimulate your business even though a lot of folks are trying to enforce temporary prohibition on doing business.

What are the opportunities of the business of selling flowers?

If there is any business which can be said to be absolutely unlimited in its possibilities, it is the business or profession of selling flowers.

Did you ever hear of any one who didn't like flowers?

There is not a single individual among the 105,000,000 of the United States who doesn't instinctively *love flowers*. Regardless of sex or race, color or financial condition, this natural love of flowers is instinctive with every person on the face of the globe.

Our minds have to be trained to want and enjoy almost everything else in life; few things that we do, are things that are instinctive. Most things are like olives, which you have to eat a dozen times before you like them. Many things require the sort of selling treatment that Wrigley has to give his chewing gum in selling it to foreigners. You know Wrigley hit a frost in Japan because everybody swallowed the gum instantaneously, and then complained that there was not only no pleasure in eating it, but their stomachs actually revolted. So it was necessary to employ hundreds of young men to stand up in front of the gum signs and chew the gum vigorously, hour after hour, before the Japanese public took hold.

But a flower is the same to the Japanese as to the American. It needs no training, no language, no argument, no urging to enjoy flowers. People are instinctively eager for them.

If only a fractional part of our 105,000,000 people bought flowers at all regularly, you gentlemen wouldn't be able to supply the demand. There's one vital thing needed. Let me tell you a story:

A dozen years ago, when the late—and great—Theodore N. Vail had built up the telephone service all over the country, to a point where it could handle all the business it had, and needed

more, he started in to advertise the telephone. He showed the wide range of everyday and special uses of the telephone to everybody in the United States. He showed how the telephone could be used instead of a letter—instead of a telegram—instead of a personal call in town, or a trip to another city. He showed its use in emergencies, its use for economy, for quick results, for comfort and convenience. He showed the worth whileness of having it at hand whether you made use of it or not; and then showed how much it should be used when you had it available.

While this advertising was going on, one of the members of the board of directors said to President Vail, "Vail, what's the idea of spending all this money in advertising instead of in dividends? Advertising is all right for things people don't know about, but everybody knows about the telephone."

"Yes," answered Vail, "everybody *knows* about the telephone. But, d——n it, they don't *think* about it enough. If I can make them *think* about it oftener they'll *use* it oftener."

It's just as true that while everybody *knows* about flowers—in fact, instinctively *loves* flowers when they stop to think about them—the fact is that they *don't think about flowers enough*, or often enough. They go on with the humdrum of daily business life, daily home life, daily social life—without thinking about flowers, and how much flowers can mean to them.

After all is said and done, the one big thing that the florists need, is the means to make the public think oftener about flowers. The oftener they think about flowers, the oftener they'll buy flowers.

Probably this doesn't require proof; but let's prove it, anyway. What happens at Easter? Easter, without flowers? Everybody thinks about flowers at Easter—and almost everybody buys flowers. The florists' facilities are taxed to the limit; they never have enough Easter Lilies; they don't have enough clerks; their delivery facilities are overtaxed. Everybody wants flowers—because everybody is thinking about flowers.

My point is that florists can keep the people thinking that way by magazine and newspaper advertising. There is, of course, an emphasis on flowers at Easter time which doesn't exist at any other time, but after all, the principle is the same—the principle of having everybody think about flowers.

That is the great thing that the florists' joint campaign of advertising is doing—it is making people think oftener about flowers; and by making them think oftener about flowers, they buy them oftener. The buying of flowers is a good deal like the taking of baths used to be—an occasional ceremony instead of a daily habit. Anything you do often enough, regularly enough, becomes a habit. At first it takes a lot of separate actions—constant reminding to do a certain thing—but when it becomes a habit, a part of regular daily life, it becomes automatic. You feel uncomfortable if you don't do it; you know something is wrong.

We must make flowers a universal habit with everybody. That is the great function of advertising. The least of its values it to have people buy once; its great value is in making people buy regularly—in building up a great consuming market for your goods.

Now a person with the habit of buying a particular thing is a customer, and customers are what keep a business alive, to say nothing of making it profitable. There isn't a florist who could live on transient, one-time sales. He must have customers—who come regularly, who buy today, and buy tomorrow and next week.

When he has started the flower habit, the florist has won customers who will steadily repeat. He can sell those customers new flowers as often as once a day; he can sell them as large an order every time—and more than likely their purchases will increase as time goes on. He is selling the most wonderful thing in the world—and the most perishable. He can sell the same customer the same kind of flowers—from the very same plant, perhaps—over and over again.

To successfully build up the habit of buying flowers will require a habit of advertising flowers on the florists' part. Merely doing it spasmodically—now and then, at special seasons, or on special days—won't do the job. It will simply increase the amount of spasmodic sales—now and then purchasing—instead of regular buying of flowers. Transients instead of customers.

May I suggest that advertising requires exactly the same treatment that the rest of the florists' business requires?

The amateur gardener is always getting discouraged because the seeds planted today aren't full-grown flowers tomorrow; he is even tempted to dig up the seeds to see if they are growing.

The experienced horticulturist does not do that. He knows that good seed or good plants—good care—good growing conditions—will produce good flowers. Years of experience—years of persistence in perfecting the development of flowers—persistence in the face of disappointing early results—have given the



florist success. His flowers of today exist because he has had persistence and confidence in investing his money in good seeds or good plants, and in stimulating their growth by ideal growing conditions and cultivation.

Identically the same logic should give him the same confidence in his advertising, for identically the same logic applies. For example, greenhouses are to insure adequate production of flowers, in season and out of season, regardless of fluctuating weather conditions. The florist uses greenhouses to be sure of having his plants started growing right, and developed to the point where the rest is automatic.

But the mere production of a large quantity of flowers will be entirely useless if such production cannot readily be sold. There is needed the greenhouse cultivation of sales which advertising means. Customers should be started growing by cultivation under glass, for the possibilities of developing sales of flowers are simply tremendous. Doubling the present business is only a beginning.

Probably all that I have said is really unnecessary to say to a group of men who have done the excellent advertising that has been done. Your national magazine campaign is admirable. "Say it with Flowers" does actually make people think oftener about flowers.

In heartily endorsing your magazine campaign, although I am a newspaper advertising manager, I am influenced perhaps by the fact that I was a magazine man for eleven years, and am still a rather large stockholder in one of the magazines you are advertising in. But I am influenced more by the same broad attitude you yourselves have adopted in your association's campaign to increase the sale of flowers for the benefit of every florist.

And let me say right here that no matter how unselfish and altruistic you may feel in contributing to a campaign for the benefit of everybody in the business, there is absolutely no altruism required to justify association advertising. You cannot increase the general buying demand for a product without specifically and proportionately helping every member of the group that makes and sells it.

I am not in position to cite facts from your own experience, because I have not been on "the inside." A number of florists have expressed themselves enthusiastically over what their membership in this association, and what this association's advertising have done for them.

A campaign that closely parallels your own is that of the Paint and Varnish Association. Their joint advertising campaign started off on a big scale; the results were so noticeable that they doubled it the second year; and the third year their investment in advertising was four times as large as the first year.

There is absolutely no doubt or guesswork or altruism in their advertising. That campaign exists today—and is four times as large as when it started—solely because in three years it has become evident to every member of the Paint and Varnish Association that he gets his money's worth in results.

While you and every other florist will benefit by your joint advertising even if you don't do any advertising yourself, you will obviously benefit a lot more if you do. You will get more of the sale than others will, if you go after your share harder than others do. Every member of every city group which does joint advertising in the newspapers on the same "Say it with Flowers" plan will enjoy increased sales. And the greatest increases in sales will come to those individual members who go still further and follow up the joint newspaper campaign by individual newspaper advertising of their own.

You don't have to use big space or spend a lot of money until you've proved to your own satisfaction how well this advertising will pay you. A single terse, breezy sentence, set in large enough type to be easily read, will produce surprising results compared to its cost. The more frequently you run this copy, the more frequently you change it, the more you suggest specific services flowers can render, the more effective your advertising will be.

The facilities of making sales in your shop may be limited, but the sales you can make in the columns of a newspaper are limited only by the circulation of the newspaper and by the efficiency of your advertising. For sales are really made when the reader reads an advertisement that interests him.

Legally and actually sales are a "meeting of minds;" sales are consummated when money passes and goods are taken, but sales are made when the reader's mind reacts to what you suggest and says, "That's so; that's what I want to do."

Against the background of good newspaper advertising you can do effective follow-up by mail and telephone which you can't do when only a few people know who you are. Your newspaper advertising will not only make sales for you, but will make your

shop so well known to everybody that every follow-up you make will be effective.

The news columns of the same newspaper your advertising appears in, are full of opportunities for you to follow up—and the people whose names are mentioned have your name as a florist, fresh in their minds when you call up to suggest, for example, that you would consider it an honor to be given the order for the flowers for the forthcoming dinner mentioned in today's paper, etc.

Your card index of birthdays, weddings, anniversaries, etc., will produce far greater results if you are the best known florist in town.

Since, in most cases, flowers are given, rather than bought for personal use, it's a mighty factor in sales to have the recipient think more highly of the gift and of the giver for buying the flowers from the best-known florist in town.

Now, one thing we hear a lot about is that business isn't good, and that people aren't buying so readily, and that, therefore, it's no time to spend money on advertising. I don't doubt that a number of members of this society have serious doubts about the wisdom of spending money for advertising right now—at least until business gets better.

Whenever any one says this, ask him if he drives a car. Ask him what he does when he comes to a hill. Ask him if he puts on the brakes and waits for the hill to recede. Not on your life, he "steps on the gas."

Perhaps he says he doesn't drive a car—that he walks. Well, you can't walk fast on a crowded sidewalk, but you can walk or run as fast as you please when there aren't a lot of people in your way.

The time to advertise hardest is when business is dull—when it needs every possible help to send it over the hill. The time when advertising is most successful is when business is dull. The competition for the buyer's money is less active. He isn't appealed to so much to spend money for this, that or the other thing. Fewer sellers are aggressively seeking the attention of buyers.

The most successful advertisers in the country invariably push their advertising when business slackens. Hart, Schaffner & Marx were relatively small clothing manufacturers prior to the panic of 1907. In that year they amazed everybody by greatly increasing their advertising, when every competitor dropped out of the newspapers and magazines. What was the result? They had the field to themselves—and they've had it ever since as the greatest in the field. The supremacy they won in 1907 didn't cost them anything but common sense and nerve; their timid competitors paid the advertising bills in business lost by them and gained by Hart, Schaffner & Marx.

In this same panic of 1907, William Wrigley, then a relatively small chewing gum manufacturer in Chicago, followed Napoleon's tactics of attacking when everybody else was resting. He signed up for \$1,500,000 of advertising when the country was in the midst of a depression which makes the present dull times look trivial in comparison.

I don't need to ask you, "Did it pay?"

And Wrigley is doing the same thing today; he is doing it deliberately. Eighteen months ago, when business was booming, Wrigley had his plant equipped and ready to turn out a new product, but he deliberately waited until last May when business slowed down a lot before he started advertising. He found in 1907 that advertising is most effective in dull times, and he wanted the advertising of this new product to come when it would sell goods most easily.

The Victor Talking Machine has greatly increased its advertising this year beyond that of any previous year—and its sales for 1921 (a year of so-called depression) are larger than for any period in its twenty-three years.

The Eastman Kodak Co. faced a big slump in their business in 1921. They increased their advertising appropriation 50 per cent. Their sales for June were the biggest in their history.

The American Radiator Co., The California Fruit Growers' Exchange, The American Tobacco Co., The Fleischmann Yeast Co., and scores of others are demonstrating the strategy of driving harder when others are holding back.

And lest you should think that I am an advertising manager who doesn't practice what he preaches, I'll have to mention that the New York *Evening Post* is practicing what I am preaching—and its advertising gains for the past twelve months of deflation are just a little short of 1,000,000 lines.

If you will keep up your advertising—and do more of it—and make people think more about flowers, this will be the biggest and best business year the florists of the United States have ever known.

Mr. Fernald was awarded a rising vote of thanks for his very fine paper.



## Southern Nurserymen's Association

*To be held September 7 and 8, 1921, at the Hotel Patten, Chattanooga, Tenn.*

Officers. Paul C. Lindley, President, Pomona, N. C.; C. A. Simpson, Vice-president, Monticello, Fla.; O. Joe Howard, Secy. and Treas., Hickory, N. C. Executive Committee Chas. T. Smith, Concord, Ga., Chairman; A. L. Ligon, Macclenny, Fla.; O. Joe Howard, Hickory, N. C.; Paul C. Lindley, Pomona, N. C.; C. A. Simpson, Monticello, Fla.

A business meeting for Southern Nurserymen. Chattanooga, Tenn., Patten Hotel, Green parlor, Wednesday and Thursday, September 7-8, 1921. Meetings at 10.30 a. m. and 2.30 p. m.

"Bring me word thither how the world goes, that to the pace of it I may spur on to my journey."—*Shakespeare, from Coriolanus.*

Important meeting, all members interested in our future meet with Legislative and Executive Committees 2.00 p. m., September 6, Hotel Patten. Bring your state entomologist with you.

### TALKS AND TOPICS

Invocation . . . . . *Harry Nicholson, Winchester, Tenn.*

Address of Welcome—Courteous Chattanooga

*Robert Sparks Walker, Chattanooga, Tenn.*

Response—Alive Atlanta

*H. C. Caldwell, Ashford Park Nurseries, Atlanta, Ga.*

Farm Life Studies

*Dr. C. J. Galpin, Department of Agriculture, Wash., D. C.*

Nursery Stock Investigations

*Prof. L. B. Scott, Dept of Agriculture, Wash., D. C.*

Horticultural Possibilities of Seedling Apples for Nursery Stocks

*Prof. O. M. Watson, University of Tennessee, Knoxville*

Nursery Advertising . . . . *John Watson, Princeton, N. J.*

Some Impressions, Expressions, and Obsessions

*Paul C. Lindley, Pomona, N. C.*

Value of Inoculation in Soil Building

*A. H. Mason, Earp, Thomas Co., New York City*

Tired Retired, Rubbertired *Chas. T. Smith, Concord, Ga.*

"Say It With Flour"

*W. M. Howe, Near East Relief, Chattanooga.*

Items from Iowa

*F. J. Wright, Successful Farming, Des Moines, Iowa*

Cost Figures of Nursery Stock to be used in preparing inventory figures for income tax report. Discussion.

*E. W. Challin, A. L. Ligon, John Fraser, Jr.*

Which—Winchesters or Budding Knives?

*W. A. Easterly, Cleveland, Tenn.*

What Makes the "Wild-Cat" Wild? Discussion. The chair will call on different entomologists and horticulturists present

Topics from Texas . . *J. B. Mayhew, Daxahachie, Texas.*

Assorted and Resorted . . *S. W. Crowell, Roseacres, Miss.*

### THE MARSHALL FIELD IDEA

"To do the right thing at the right time in the right way; to do some things better than they were ever done before; to eliminate errors; to know both sides of the question; to be courteous; to be an example; to work for the love of the work; to anticipate requirements; to develop resources; to recognize no impediments; to master

circumstances; to act from reason rather than rule; to be satisfied with nothing short of perfection.

Near the shade of Lookout Mountain, up in Eastern Tennessee.

There's a rendezvous that's making and it's there that I would be,

For I feel my heart strings pulling and some voices seem to say:

Come you on, you Southern Treeman; come you on to S. N. A.

Come you on to S. N. A.,  
Where the boys talk, cuss and pray;  
But their voices sound angelic,  
Just like music any day.

I want to see Bob Mayhew, Charley Smith and Henry Chase,

Paul Lindley and the others—every one a trumping ace,  
And old friend Johnny Fraser smoking of a big cheroot,  
And a thousand other side shows that are thrown in all to boot

At the good old S. N. A.,  
Where we all join in the fray,  
And we always make some history  
As we meet from day to day.

We have got to do some thinking, for there's many things to do,

The issues that confront us are up to me and you;  
And the surest way to meet them may be made a simple art

If we all just pull together and each man do his part—  
Just each man do his part,

When the gavel sounds just start  
To do the chores put to you  
With hand and head and heart.

I'm tired of budding roses, making cuttings and the like,  
The wanderlust has gripped me, I must pack my grip and hike,

Though a hundred hands would stay me and keep me from the fray—

I am bound for Chattanooga and the good old S. N. A.

The town of Chattanooga  
Made of smoke and rock and clay,  
(The town holds little interest)  
'Tis the boys of S. N. A.!

Ship me somewhere east of somewhere where I can join my friends,

Where we junk our disagreements and our pleasure never ends,

For I hear some voices calling and each one seems to say:  
Come you on, you Southern Treeman; come you on to S. N. A.

Come you on to S. N. A.,  
Where the boys talk, cuss and pray;  
Where their voices sound angelic,  
Just like music any day

August 20, 1921 —*S. W. Crowell, Roseacres, Miss.*



# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902  
Published monthly by

THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor .....ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance .....\$1.50  
Foreign Subscriptions, in advance .....\$2.00  
Six Months .....\$1.00

Advertising rates will be sent upon application. Advertisements  
should reach this office by the 20th of the month previous to the  
date of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by  
the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Flourtown, Pa., and should be mailed to arrive  
not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at  
Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., September 1921

**FUTURE BUSINESS** Prospects for future business are al-  
ways of interest and we readily study  
reports that are likely to have a  
bearing upon them. In the case of fruit trees there  
would seem as though future demands should be good.  
In many parts of the United States the fruit crop will be  
much below the average which will creat a shortage and  
high prices. As one retailer had it, "I should not be at  
all surprised to see apples reach twenty-five dollars a  
barrel." Of course this is not intended to mean that such  
a high price will be general; but rather indicative of  
shortage, the high prices will be brought about by the  
demand.

This in turn will rather encourage the planting of or-  
chards. According to the census of the number of trees  
given out June 27 of this year. The number of apple  
trees not of bearing age, excluding nursery stock not  
yet set out in orchard locations. Report for 1920 was  
36,171,604 as compared with 65,791,848 in 1910. These  
figures indicate a decrease of 29,620,244 trees or 45%.

The number of peach trees not of bearing age in 1920  
was 21,623,657, as compared with 42,266,243 in 1910.  
A decrease of 20,642,586 trees or 48%. It can be readily  
seen what a tremendous falling off in fruit planting  
there was between 1910 and 1920. Add to this the na-  
tural increase of the consuming power of the country,  
which should produce a shortage that would naturally  
make the demand for fruit trees very strong and steady  
for years to come.

Similar statistics are not available in connection with  
ornamentals but we do know that since 1914 on the out-  
break of the war, that this branch of the business has  
been much below normal.

While it may be quite true that nurseries have been  
apparently busy, at the same time they have been re-

stricted by labor conditions to say nothing of the cessa-  
tion of imports due to Quarantine 37.

It is also a fact that money centers have shifted. Many  
fortunes were lost and made during the war period. The  
new rich have not begun to express themselves with a  
demand for fine country homes, gardens and grounds.  
There is not the slightest doubt that the country is very  
much in arrears in its building and the attendant plant-  
ing that goes with it. In fact everything points to a long  
and steady demand for nursery products in practically  
all lines. It is hard to say how soon the demand will be-  
gin to make itself felt in such a way that it will enable a  
nurseryman to measure his market and adapt his plant-  
ings to meet the requirements.

It does seem however that a spirit of optimism should  
guide the plans for propagation and growing of good  
things that require some years to come to saleable con-  
ditions.

**NURSERYMEN'S ASSOCIATION** A new Nurserymen's Association  
is proposed to cover that district  
which may be roughly outlined  
as being south of Albany, N. Y., east of Harrisburg, Pa.,  
north of the Potomac River and west of the Connecticut  
River.

The nurserymen of this particular section of the coun-  
try have interests that are somewhat mutual and are not  
looked after by the State organizations.

Nurserymen are thinly scattered all over the country,  
never very many in one place and perhaps such an or-  
ganization is needed to bring them closer together as they  
all serve the same territory and are affected in much the  
same way by quarantines and other regulations.

It is however a question if the multiplication of so-  
cieties and organizations is not being overdone. If a few  
men get together to discuss any particular question un-  
der the sun the chances are a society will be proposed and  
very likely organized. Nurserymen have got the habit.

Considering how comparatively few nurserymen are  
in number would it not be better to make better use of  
the organizations already in existence.

If we must organize why not an organization to make  
the present organizations more efficient.

Efficient management calls for close cohesion and co-  
operation between the different departments of a business.  
the elimination of duplication of effort as much as pos-  
sible, and a governing or executive head with a clean cut  
policy.

The nursery business of the country already has the  
machinery if it could only be made to work.

There is the American Association as the executive  
head of the whole trade to attend strictly to national af-  
fairs and those affairs that effect the trade as a whole.

The district Associations such as the Pacific Coast,  
Southern, Western, New England, Eastern Associations  
to guide the affairs that are peculiar to their geographical  
location and the State Associations to hold all the mem-  
bers loyal to the best ideals of the whole trade.

Then there are the Associations that look after some  
specific branch of the business like the Ornamental  
Growers, Fruit Tree Growers, Nurserymen's Protective,  
and a host of others connected with allied trades or for



the developing of some special plant such as the Rose Society, Gladiolus, Peonia and Dahlia Societies.

The nurseryman cannot belong to them all and do justice to himself, his business or the associations. There is too much duplication of effort, time and money.

What a tremendous power there would be if a Marshall Foch could coordinate and guide their efforts, establish permanent headquarters and be on the job twelve months in the year and this national or governing body drawing its support from the local organizations.

In other words model the Nurserymen's Associations along the lines of effective government.

Is it practicable? If so is it not more desirable than multiplication of societies that only work at certain periods of the year and in a desultory way.

---

**IS THE CAUSE HYSTERIA?** If we all knew how many dyed in the wool real crooks there are in the nursery business, how many well intentioned but followers of a mistaken policy how it would simplify things. We do not know and the result is every business transaction is hedged around with safeguards, laws, regulations, customs, precedents, suspicion and all uncharitableness to protect the many innocents against the few until the costliness of the protection exceeds the value of the business itself.

The leaders of the world's business have just been invited to pow wow to see if some way cannot be found to disarm the mind and incidentally cut down the cost of being prepared for fear one power is not going to pull one over on the other power.

With all the brains, education, knowledge, and wisdom and we must add Christianity there is in the world, is it not a hugh joke if it were not so tragic? That the few abnormal actors should be able to produce such chaotic conditions among us.

Has not humanity got what might be best described as "a plain case of nerves" and like an hysterical person multiplies and magnifies the bogy of fear and goes to extremes in making laws, rules and regulations governing every action of life?

Is it not about time men began to try the other extreme and act as if all men were honest, at least in intent? We at least should not suffer so much as we do at present acting as if every human motive were sinister, that no one is honest except through fear of the law.

We need not strangle our common sense in any one way any more than in the other.

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### FALL PLANTING

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The advantages of Fall Planting are of perennial interest to the nurseryman.

As to the proper time at which a tree or plant may be transplanted is a question the nurseryman is called upon to answer more often than any other.

To the average person who does not know very much about planting for some unknown reason, the calander is the governing factor. Yet as every plantsman knows the calendar has nothing to do with it.

The things that govern successful transplanting are—condition of the plant to be operated upon which is in

turn governed by geographical location, temperature and moisture.

If the plant has completed its growth and is preparing for the winter conditions it may be moved at a minimum amount of risk.

The better way to answer the question would be to say when a plant cannot be handled to an advantage. First, when the ground is frozen making it difficult to dig and ship them, second, when the plant is making active growth and is covered with tender foliage.

Any other period may be considered a suitable time to plant.

Of course there is always some risk attending all transplanting where the weather conditions cannot be under control but these are no greater in the fall of the year than at any other period.

There is as great a percentage of loss due to drought following planting in the spring as there is from cold following planting in the fall.

The experienced planter knows what conditions are likely to cause failure and prepares to overcome them.

The chief causes of loss following fall planting may be largely overcome.

In the case of trees if it is possible to absolutely stay them so there will not be any movements from the wind until the roots properly anchor the tree to the ground there is little danger of loss of any tree that is indigenous to the locality, with trees that originally came from a milder climate the precautions of mulching or other protection to prevent the dry frosty wind from shrivelling the tissue, such as mulching and screening may be necessary.

Certain trees that have soft thick fleshy roots are apt to decay such as magnolias if planted in the fall, this is especially true in clayey soils where the water can pocket around them.

Evergreens are usually moved with a ball of earth which serves as sufficient anchor unless they are very large and loss is more likely to be caused from dry frosty winds shrivelling the tissue.

Ice covered ground around them invariably causes loss in the winter even when well established.

Small plants whether herbaceous or woody suffer most loss through the action of the frost lifting them from the ground.

In analysing these causes of failure of fall planting it will be seen they are mainly due to a lack of anchorage or firmness in the ground and for this reason the earlier in the season it is done the better.

Trees should be planted just as soon as they have made their growth as early as September or October according to the kind of tree.

At this season of the year the ground is warm and the trees will make fibers and will practically gain a year in comparison with planting in the late spring they will be in place to make a full season's growth without a check next summer.

This is also true of evergreens and other plants.

There is so much to be said in favor of planting in early fall that nurserymen should do everything in their power to encourage it.

From the nurseryman's point of view there are some



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in a full assortment of sizes.

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All hardy varieties in case lots. MAGNIFICUM, ALBUM, RUBRUM, AURATUM, etc. All sizes. Fall shipment.

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Full list of varieties for Fall shipment. TULIPS, HYACINTHS, NARCISSUS. Highest quality only.

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NATURAL in 6 ft. Japanese and domestic, DYED GREEN in 7 sizes. Bale lots only. Shipped from stock in N. Y.

ROSE MULTIFLORA JAPONICA Seeds. Fall shipment. Write for prices specifically stating your requirements.

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**Princeton Nurseries**

Princeton in New Jersey

September 1921



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things however that militate against it. The weather is warm and often dry making it bad for shipping any distance and plants are likely to suffer out of the ground for any length of time under such conditions, and it costs more to ship and prepare shipments than in the spring.

The compensation however makes it worth while to encourage it, the principal one being it lengthens the season of harvest which is short at the best.

There is no real reason why the nurseryman should not be actively disposing of his goods for at least six months in the year. Methods of handling would naturally have to be adapted to meet requirements, but it should be the policy of every firm and organization to educate the public the possibilities of successful planting for a much longer period than is now used and be ready to handle the plants according to needs.

### NEW YORK NURSERYMEN TO MEET

On a separate page we carry an advertisement of a summer meeting of the New York Nurserymen's Association. There is something very promising about this meeting. It is advertised.

It is to be held on beautiful Seneca Lake, Geneva, N. Y., a nursery center.

Prominent speakers will address the meeting. All nurserymen are invited.

Tickets may be secured at the meeting but the secretary, C. J. Maloy, 209 Linden st., Rochester, N. Y., should be notified that you are coming.

### SUMMER MEETING OF THE PENNSYLVANIA NURSERYMEN'S ASSOCIATION

The Summer Meeting of the Pennsylvania Nurserymen's Association was held Friday, August 12. It was well attended; about forty being present. A large delegation of the New Jersey Nurserymen helped to swell the total. The program called for the members to meet at the Andorra Nurseries where Mr. William Warner Harper the proprietor with his staff were on hand to welcome them and show them the horticultural wonders of Andorra. To any nurseryman who has not visited these nurseries the stock on them is an eye opener. The nurseries are unique in that they are exclusively ornamental and make a specialty of the choicest evergreens grown to large size. It is here one may see blocks of such plants as *Cryptomeria Japonica* Lobl 16 to 18 feet high, box bushes by the thousand 4 to 5 feet high and as many feet through, all uniform, *Juniperus Virginiana Glauca* 12 to 15 feet high, *Biota Orientale* up to 20 feet and so on. These plants are not in small lots but by the hundreds. Rhododendrons, Azalias, Ilex Crenata and a host of other broad leaved evergreen shrubs may be seen in proportionate quantities and sizes. Mr. Harper evidently plants upon the plan that you cannot have too many of a good thing. For instance a block of small plants of *Abelia* planted this season must contain over five thousand. Philadelphia may be considered almost the northern limit at which this plant will grow. Splendid plants of the different varieties of Yews, *Pinus Mugho* are enough

to make any nurseryman look with envy and wish he had at least a portion on his own grounds. The nurseries cover over one thousand acres with very diversified exposures and soils although in a limestone country they have soils and exposures upon which ericaceous plants thrive to perfection. Such a nursery could only be produced by a man who thoroughly loves plants, having plenty of capital to develop his plans and an ideal location for a nursery.

Mr. Harper's own home and grounds are a living repudiation of the old saying "A cobbler's children are always poorly shod." Although the grounds have only been laid out for about eight years they have the appearance of having been there from a very distant past. After enjoying the views of Andorra the members all sat down to dinner at the White Marsh Country Club. The tables were decorated with dahlias brought by William F. Miller, Cloverdale, N. J. The blooms proved him to have a very fine collection of these showy flowers. After dinner an open air meeting was held with Albert E. Meehan president, of the Association, in the chair.

Mr. J. Edward Moon, who has recently returned from Europe gave an interesting address upon the various horticultural establishments that he visited while there, also upon request told of the work he was engaged in, feeding the children in Germany.

According to Mr. Moon, Boskoop, Holland, is still very much in evidence as a nursery center in spite of the war and quarantine 37 which shut off the American market.

At the Boskoop Rose Show, which he attended a noteworthy feature was the fact that roses were staged to popularize the rose rather than advertise the exhibitors. All the exhibits of one variety were brought together, with the name of the exhibitor very inconspicuously attached. At the Bagatelle Rose Gardens at Paris Mr. Moon mentioned the unnamed rose No. 259, of Howard & Smith, was awarded a gold medal and should be worth watching for commercial possibilities.

Adolf Muller, De Kalb Nur., Norristown, Pa.

Geo. Bullen,

Dr. Hadley, New Jersey.

Wm. Flemmer, Jr.

Wm. Miller, Cloverdale, New Jersey.

F. F. Rockwell, Seabrook Farms, N. J.

Albert E. Meehan, Dresher, Pa.

W. W. Harper, Andorra Nurs., Chestnut Hill, Pa.

Wm. Lawson.

John H. Humphreys.

John Mearns.

Frazer Harrison.

F. B. Martin.

Jos. and Ed. Thomas, King of Prussia.

O. D. Osmund, New Brunswick, N. J.

E. C. Vick, New York City.

Wm. P. Stark.

John Watson, Princeton, N. J.

A. E. Wohlert, Narberth.

William H. Doyle, Berwyn, Pa.

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We offer a very complete list of Nursery Stock for delivery Fall 1921 or Spring 1922.

**FRUIT TREES.**—A general assortment of Apple, Pear, Cherry, Plum, Prune, Peach, Apricot, and Nectarine in first class one year stock.

**NUT TREES.**—Almonds, Filberts and Walnuts.

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**SMALL FRUIT AND BERRY PLANTS.**—With Oregon Champion Gooseberry and Perfection Currant one year No. 1 as strong leaders.

**ROSES.**—A large list of budded, field grown plants.

**NURSERY SUPPLIES.**—Our usual line.

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**971 Sandy Boulevard Portland, Oregon**

## New York State Nurserymen's Association

### SUMMER MEETING

**At the Rod and Gun Club,  
 On Beautiful Seneca Lake,  
 Geneva, N. Y.**

**SATURDAY, SEPTEMBER 10, 1921**

11 o'clock A. M.

Prominent speakers will address the meeting.

Light lunch will be served at noon, free.

Dinner at 6:00 P. M. Tickets, \$2.50.

All Nurserymen are Invited.

Those intending to be present should notify the Secretary, from whom tickets may be procured at the meeting.

**C. J. MALOY, Secretary,**  
**209 Linden Street, Rochester, N. Y.**

## Fruit Trees and Rose Stocks French or Dutch Grown

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**BOSKOOP, HOLLAND**

Apple Seedlings	Cherry
Pear “	Prunus Damascens
Malus “	Rosa Manetti
Paradise, broad leaved	“ Canina
“ yellow Metzer	“ “ Cuttings
Quince Seedlings	“ Rubiginosa Sweet Briar
Mahaleb “	“ Laxa
Myrobolan “	“ Rugosa
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Azalea Pontica	Rhododendron Ponticum

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**EVERGREENS OF THE BETTER VARIETIES**—Boxwood pyramidal, 2 ft., 2½ ft. and 3 ft. Biota aurea nana and conspicua aurea. Arbor Vitae compacta, conica densa, globosa and Siberian. Fir cephalonian, concolor and Nordman's. Retinispora argentea, compacta, filifera, filifera aurea, pisifera, pisifera aurea, plumosa aurea, squarrosa veitchii. Spruce hemlock, oriental, polita and white. Send us your list of wants.



## THE FORDNEY TARIFF BILL

*By F. W. Kelsey, of the F. W. Kelsey Nursery Co., 50 Church St., N. Y.*

The peak of trouble breeding inconsistency in the Fordney Tariff bill is reached in the American Valuation plan, authorizing valuation and reassessment of duty by customs officials at any time within a year after entries have been made of the goods. Even as modified this unworkable monstrosity as applied to all importations surpasses anything heretofore known in tariff legislation, or attempts to restrict importations to the minimum point.

The practical effect will be to make all importations pure and simple gambling. No one will know or can possibly ascertain for a year what any article passing any United States Customs House will cost; or how much must be added as a speculative venture to the cost already paid for freight and other charges.

In all the unsettling and trying conditions from the war inflations and resultant present industrial prostrations, what can be more demoralizing or a menace to trade conditions than this feature of a tariff law? It would at once cause endless confusion, intolerable and prolonged litigation and never ending appeals to Congress and the courts to right the innumerable wrongs which must inevitably arise. Appraisers at different ports would fix a different valuation on the same articles at the same time thus making confusion still worse confounded. Duty being levied on duty, values would be pyramided accordingly.

A practical test of the actual working of such a law was effected in what for many years became known in Congress and the courts as the "Steel Blooms case." Railroad building in this country from 1878 to 1882 was going rapidly forward. Steel blooms were largely imported for supplying the demand for rails. Although the advalorem duty in the then tariff law was specifically 30%, a clause in the Act gave the Secretary of the Treasury the right to revalue or "reclassify" this item. On the arrival of the importations the owners were coolly informed that if they did not pay a duty of 45% and that without protest the steel "would be reclassified at 2¼ cents per pound" making the duty 180%. As this rate spelled ruin to many of the owners the 45% was thereupon paid. The amount involved in this 15% excess duty was \$856,070.18. The United States court later decided the legal rate to be 30%. The illegal 15% having been paid, under duress and without protest the only remedy for refund rested with Congress. The court of Claims, affirmed that the payment was made "under duress and by warning by the then Secretary of the Treasury, Mr. French, with a reminder that he had authority to reclassify the duty of 180% advalorem."

Soon afterwards the Treasury Department on full investigation recommended the refund bills be passed and paid. Notwithstanding these records of fact the bills in Congress for return of this illegal duty became a veritable play of battledore and shuttlecock. The senate would repeatedly pass the refund bills, only to be tied up in the House.

The House Committee on claims in its unanimous report June 9, 1916 (Congressional Record of that date

pages 10775-7) in recommending payment of these claims said that "These importers were held up by the officials of the Government. They were made to stand and deliver just as much as any band of highwaymen ever robbed a victim. The court practically said as much when it held that these parties were forced by threats to waive their rights to make protests. Surely this Government cannot sanction such a wrong to her citizens."

But it did. The bills were then on the unanimous consent calendar. One member objected and they again went over.

The finale was reached when at the last session of Congress the unpaid claims, amounting to \$142,552.18 were added to the General Deficiency Bill, and last April the refund was paid after nearly forty years of watchful waiting.

Fortunately these claimants had the resources and perseverance to pursue to a conclusion this case of wrong and injustice under the practical workings of the American valuation scheme, but how would it be under such a law with those less fortunately placed? And the innumerable cases for dispute and adjudication that will at once and of necessity arise.

But the Fordney bill as a whole is more of a prohibitive tariff measure than one for protection. Protective principles have obviously gone wild. The Payne-Aldrich bill with its fatal consequence to the Republican party was like free trade in comparison. Has it not always been shown that paralyzing imports correspondingly reduces exports? A Chinese wall of excess duties cannot compel foreign countries to pay the higher prices thereby increased in the United States. And will these higher prices help to solve labor conditions?

However, how can the enactment of such a tariff law do other than encourage retaliation by foreign countries, continue the present international, industrial and financial chaos and inject an almost unsurmountable barrier against the recovery and stabilizing of financial, industrial and trade conditions.

Duties in the Fordney bill are in many instances almost confiscatory in comparison with the relative value of the goods. In the agricultural class for instance. Tulip bulbs raised from \$1.00 per thousand to \$4.00 per thousand, an increase of 300%. Here is an article not grown and cannot be grown successfully here and of very general use for beautifying homes and gardens everywhere, yet taxed with a recklessness in keeping with the general features of the bill. Lily of the Valley duty also is jumped from \$2.50 to \$10.00 per thousand, and so on throughout the list and other schedules.

An effective barrier against nearly all horticultural importations is already in force under Quarantine No. 37, promulgated by Secretary of Agriculture Houston on recommendation of the Federal Horticultural Board and in effect since June 1, 1919. Under this extraordinary edict of exclusion, practically all trees, shrubs, vines, and plants are arbitrarily prohibited, and only bulbs, a few seedlings and cuttings are admitted.

As the Federal Horticultural Board has been and is composed of five entomologists who have apparently for a number of years been in a perpetual state of hysteria over insect pests, it will be interesting to observe how the Fordney bill as finally passed will tend to complete



## **L. R. TAYLOR & SONS**

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**A Fine Lot of  
APPLE SEEDLINGS  
FRENCH PEAR SEEDLINGS**

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**Apple Trees**

**Peach Trees**

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**Cherry Trees**

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## **UPLAND GROWN TREES**

Pear Standard

Plum on Plum

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We have a large assortment of hardy upland grown trees for Fall and Spring delivery.

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## **PEACH SEEDS**

Peach seeds, California and North Carolina Naturals. F. O. B. here. One year Peach trees, one and two year old Apple and Pear trees. Write for prices.

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### **PEACH TREES**

Estimated Surplus on which Special Prices will be quoted.

Please submit your list of needs.

Variety	4-5 ft.	3-4 ft.	2-3 ft.	Variety	4-5 ft.	3-4 ft.	2-3 ft.
Mayflower	1200	1800		Elberta	5500		
Victor	200	400		Lt. Crawford	150	250	550
Yel. Swan	1150	1300	700	Matthews	300	400	900
Greensboro	700	1000		Greenville C.	350	250	550
Carman	2400	1800	1200	Heath C.	600	500	900
Hiley	350	250	450	Salway	850	500	1000
Slappey		400	800	Wonderful	300	300	500
Champion	300	400	800	Levy Lt.	150	150	350
Belle Ga.	3600			Stinson	800	700	1300
Chinese C.	750	600	1300	Bilyeu	600	300	500

PEACH PITS: Enough in sight to fill our present orders, and believe we could furnish a few hundred bushels additionally if ordered promptly.

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the embargo on all planting and forestry material.

From an extended observation and familiarity with these subjects, it is my conviction that for every dollar saved the people of the United States by this Quarantine and the proposed tariff, the actual cost will be at least two dollars, and an increasing cost every year in future so long as these extreme measures remain in force.

If experience of the past be any guide for the future, any political party responsible for such a tariff as the present Fordney bill would be and should be riding rapidly to a fall.

### RESISTANCE OF THE ROOTS OF SOME FRUIT SPECIES TO LOW TEMPERATURE

On account of the injury frequently done to the roots of fruit trees and bushes by freezing and the possible bearing resistance to cold may have on uses of stocks, the author conducted a series of experiments in which roots of various species and varieties were subjected to artificial temperatures from 7 to 20.5 degrees C. The temperatures were reduced gradually and held at the minimum for 15 minutes, after which the pieces of roots were rather rapidly thawed out. An inspection of the roots for injury was usually made within from one to three days after exposure. At first microtome sections were prepared and the character of the injury determined with a low-power microscope, but this was soon found unnecessary since the color changes of the frozen cells, with the exception of the gooseberry and currant, were rather striking. The state of maturity and the diameter of the roots were found to be the most important factors in determining the resistance to freezing of all species tested.

There was found to be little difference in hardness of the roots between American and French apple seedlings. French pear stock appeared more tender than Kieffer stock, and the roots of both were less resistant to freezing than the apple. Peach roots on which the variety Elberta had been budded were found about equal in resistance to the Kieffer pear. Of four cherry stocks tested the order of hardness was Mahaleb, *Prunus besseyi*, *P. pennsylvanicum*, and Mazzard, the Mahaleb stock being considerably more resistant than the apple, while the Mazzard was about equal to that of the French pear. Myrobalan plums were in about the same category as French pears and Mazzard cherries.

Of six varieties of grapes studied, the roots of the Clinton and the Concord were the hardiest, being about equal to the Mahaleb cherry. No significant differences were seen between the hardness of blackberry and red raspberry roots. The roots of the Downing gooseberry were found more resistant than those of the Wilder currant. Gooseberry and currant roots in general appeared harder than any other roots examined.

The freezing-point depression of the Wilder currant sap was found greater than that of the apple sap, and sap from the upper half of American-grown apple roots was of a higher concentration than that from the lower half of the same roots. The upper half of the roots was also more resistant to cold.

A rapid fall in temperature was found to increase the

freezing injury in apple roots, and in nearly all cases in which the material was allowed to dry, its resistance was increased. The difference in the response to cold of the moist tissue and the dry tissue is thought to be due to the smaller ice masses formed in the dry root. It is suggested further that causes other than dehydration must be considered as contributing to the phenomenon of freezing of the plant tissue.—*Experiment Station Record*.

### THE CONNECTICUT NURSERYMEN'S ASSOCIATION

A pleasant day, good eats and the largest crowd that ever attended a summer outing of the Connecticut Nurserymen's Association combined to make Thursday, August 18th a memorable one in the annals of this Organization.

The Entertainment Committee composed of Paul Hubbard and Walter Campbell made an effort to secure the use of the new State Park at Madison. Lack of facilities at that place made it necessary to fall back on the old reliable place, Lake Compounce at Bristol.

So, with few exceptions every Nurseryman with his family hitched up "old tin lizzie" and hied himself over to Compounce where Messrs. Pierce and Norton did themselves justice with an old time Sheep Bake.

Of special interest on the program of sports was the ball game between two teams captained by President Gottschalk and Secretary Rippin. Rippin could not get his spit-ball working with the result that Gottschalk's team walked off with the game. However, it was hinted that the Umpire might have been "fixed" as it was noticed that SHE was taking in all the attractions after the game and spending money like a 'Drunken sailor.'

At a short business session it was decided to hold the annual winter meeting at New Haven. The "pep" instilled into the organization by its present officers is sure to reflect itself once more, by a record breaking winter attendance.

### THE PASSING OF A FRIEND

As we go about our work from day to day the thought that we may be called to our Maker at any moment, rarely occurs to us, until death snatches from our midst, one who has been a long and dear friend.

Such is the case now, when we hear of the passing of that fine old man, Peter Youngers.

A man, whose friends were numberless, a man we were always glad to meet, a man with no enemies, a man whom it was a pleasure and privilege to have for a friend.

"Pete," as he was familiarly known among his friends, was a member of the American Association of Nurserymen for probably upwards of twenty-five years, and rarely missed a Convention. He was Treasurer of the Protective Association for many years, and as its Secretary, I was in close touch with him. In the details of this work he prided himself on the accuracy of his figures, and in all the years he handled the funds of the Association, there was never a time when his reports were not accurate to the last cent.



## FRUIT TREE SEEDS

Fresh 1921 Crop

Order now to secure timely delivery when harvested:

**French Crab Apple Seed,**

**French Pear Seed,**

**Mahaleb Cherry Seed,**

**Myrobolan Plum Seed,**

**Japan and Chinese Pear Seed.**

for further particulars address:

**AUGUST ROLKER & SONS,**

**New York, 51 Barclay Street.**

### FALL 1921

- 40,000 Plum on Peach 1 yr, 2-3 ft., 3-4 ft., 4-5 ft., 5-6 ft.  
 150,000 Currants 1 and 2 yr.  
 60,000 Gooseberries 1 and 2 yr. Houghton, Downing and Pearl.  
 500,000 Grape Vines 1 and 2 yr.  
 15,000 Catalpa Bungei 1 and 2 yr. hds. 3-4 ft., 4-5 ft., 5-6 ft., 6-8 ft.  
 200,000 Carolina and Lombardy Poplars, 4-6 ft., 6-8 ft., 8-10 ft., 10-12 ft.  
 75,000 Spirea Van Houttei, 12-18 in., 18-24 in., 2-3 ft., 3-4 ft., 4-5 ft.  
 100,000 Berberry Thunbergii 2 yr., 10-12 in., 12-18 in., 18-24 in.  
 300,000 Privet Cal., and Amoor River North 1 and 2 yr., 12-18 in., 18-24 in., and 2-3 ft.

Also a large and complete line of high quality nursery stock for the wholesale trade. Send for trade list.

**T. W. RICE,**

**Geneva, N. Y.**

### SPRING 1922

Order your season's supply of

## SPHAGNUM MOSS

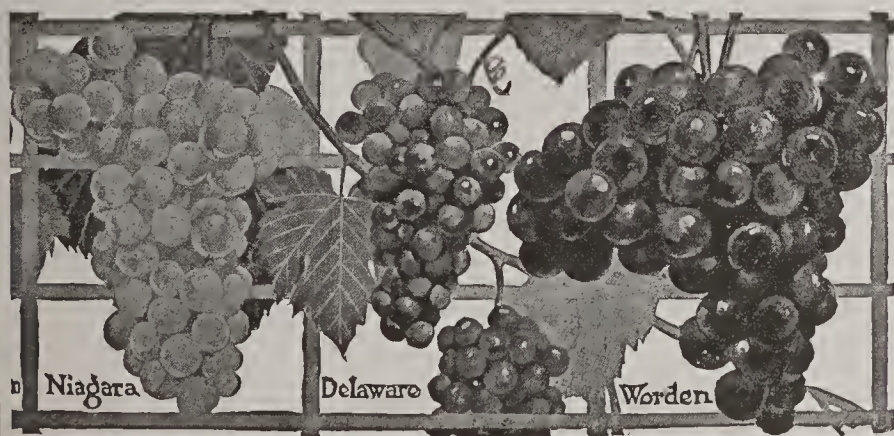
now while prices are most favorable for you. Delivery when you want it, now or later. Amundson Sphagnum moss in wired balls is produced particularly for nursery uses and is guaranteed by us to be satisfactory in every way.

Prices and information at your request.

**The A. J. Amundson Co.**

Lock Box 2

**CITY POINT, WISCONSIN**



**T. S. HUBBARD CO., Fredonia, N. Y.**

Growers of Grape Vines and Small Fruit Plants  
For Garden and Vineyard Planting

Established 1866

Send for Catalogue

## Vincennes Nurseries

**W. C. Reed & Son, Prop., Vincennes, Ind.**

We are pleased to offer the following for Fall 1921.

- Cherry, One Year,  $1\frac{1}{16}$  up.  
 Cherry, One Year,  $\frac{7}{16}$  to  $\frac{9}{16}$ .  
 Cherry, One Year,  $\frac{9}{16}$  to  $1\frac{1}{16}$ .  
 Sweet Cherry, One Year, 5 to 7 feet.  
 Sweet Cherry, One Year, 4 to 5 feet.  
 Sweet Cherry, One Year, 3 to 4 feet.  
 Japan Plum, One Year, all grades in Plum and Peach Roots.  
 European Plum, One Year, on Plum Roots.  
 Hansen Hybrid Plum, One Year, on Americana Roots.  
 Apricots, One Year, all grades.  
 Peach, One Year, leading varieties.  
 Pear Std., One and Two Year, all grades, mostly Keiffer and Garber.  
 Apple, 2 Year, also One Year Cut Backs, leading kinds.  
 We have no 2 year Cherry to offer but our One Year promise to be extra fine and will certainly please your Trade.

## For FUMIGATION With HYDROCYANIC ACID GAS "CYANEGG"

Sodium Cyanide in egg shape, each egg weighs as near one ounce as possible. Destroys scale insects on Fruit Trees, Nursery Stock, Plants under glass and in Greenhouses.

Manufactured in U. S. A. by

**The Roessler & Hasslacher Chemical Co.**

709-717 Sixth Avenue - - New York, N. Y.

## NATURAL PEACH PITS 1921 Crop

Now ready for Shipment.

Tell me how many you want.

I will quote by return mail.

**THOMAS J. LANE,**  
Seeds

**Dresher - - - Penna.**



I have attended the meetings of the Association for over thirty-five years, and in that time have missed but one Convention. There are now left but few, who attended in my boyhood days, and the number is growing less as the years roll on.

The passing away of my old friend leaves a void in my heart. My deepest sympathies are extended to his family.

THOMAS B. MEEHAN.

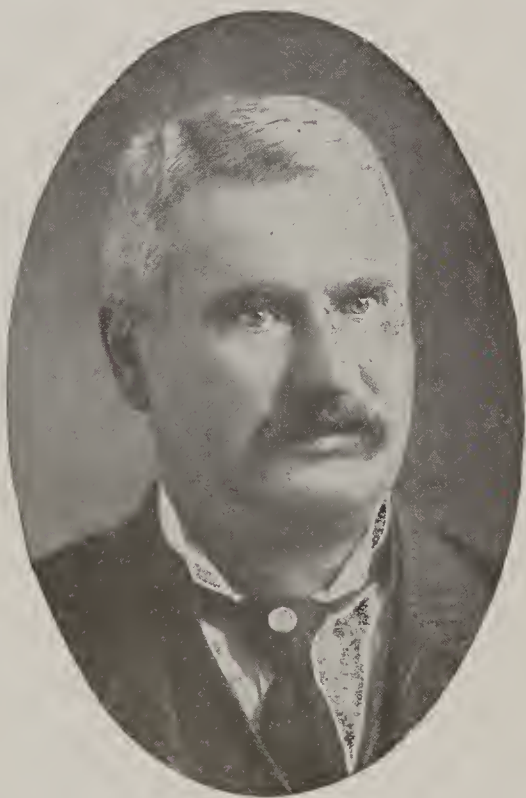
## Obituary.

### PETER YOUNGERS

Word has just been received of the death of Peter Youngers, Geneva, Nebraska, which occurred at his summer home near Mercer, Wisconsin on or about August the 19th.

Mr. Youngers was born in New York City and at seven years of age commenced shining shoes, selling newspapers and doing odd jobs.

In the year of 1871, when nineteen years of age, he moved to Nebraska and was employed as a field hand in a nursery at Crete. He took a deep interest in the work and in 1886, in company with A. J. Brown, established the firm of Youngers and Company, with nurseries at Geneva, Nebraska.



*The late Peter Youngers  
Geneva, Nebraska*

Mr. Youngers was a thorough nurseryman from the start and the firm was very successful and made rapid progress and it was not many years before they were recognized as leading nurserymen throughout the United States.

At the opening up of the Grand Junction, Colorado, irrigation enterprise, the firm endeavored to sell fruit trees in that section but without much results, owing to lack of money, at that period, in the irrigated district.

Having faith in the future of that section, Mr. Youngers purchased extensive tracts of ground and planted his own orchards, laying the foundation of the present

great fruit industry in that country.

In addition to conducting the nursery business, the firm had extensive farms, largely growing alfalfa, timothy, corn, and hogs. It was always one of Mr. Youngers jokes that if he had a loss in his nursery, he could always more than make it up with his hogs, of which he had a prize lot.

At the time of his death he was one of the oldest members of the American Association of Nurserymen. On July 1st, 1920, a certificate of Honorary Life Membership in the Association was given him and this mark of esteem he always felt as a great honor.

He was for many years, and up to the time of his death, treasurer of the American Nurserymen's Protective Association. In 1888 he was elected treasurer of the Nebraska State Horticultural Society, serving continuously since that date.

In 1898 he was elected a member of the State Board of Agriculture, and at the time of his appointment he was made a member of the Board of Managers, serving as such until 1906 when he was elected President of the State Board, serving two terms. He was also president of the Citizens State Bank.

The funeral services took place on Wednesday afternoon, August 24th, and to accommodate the large number of friends, they were held on the lawn of the family home. Rev. Thomas Griffiths of Columbus, Neb., conducted the religious services.

When the body arrived at Geneva, the Masonic Lodge, of which he was a member, took charge and so remained until after the funeral.

The floral offerings from the many friends and numerous organizations with which he was connected, were numerous and beautiful.

There was music by a male quartet. Mrs. Edwin Polley of Lincoln, sang, "In the Time of Roses." Masonic services were held at the grave.

### THE PROPOSED SESQUI-CENTENNIAL AT PHILADELPHIA

It is proposed to hold a Sesquicentennial in Philadelphia in 1926 being the 150th anniversary of the birth of the Nation.

Of course plans are only very tentative but if it does occur it must be remembered that it is only five years away and this is only a very short period in which to grow the many kinds of trees for it. Much of the nursery stock that will be used upon it are already in existence, and even for those kinds that come to effective age in a much shorter period there is none too much time to plan and provide for exhibits and plantings that will be a credit to the horticulture of the country.

### A NARRATIVE OF EXPERIENCE

Mr. Harlan P. Kelsey in a descriptive and priced list of evergreens makes this quoted statement, "Evergreens, both conifers and broad leaf, may be safely planted in autumn and spring if properly done but August stands preeminently as the best month in the year for results."

I will state here some experiences of the Bloodgood Nurseries. On the 28th and 29th of June last we planted



# DO NOT FORGET!!! RAFFIA

The cheapest and best material for Budding and Tying is RAFFIA. We can ship promptly. Standard Brands:-  
RED STAR, X. X. SUPERIOR, A. A. WESTCOAST.  
Write for prices.

THOMAS B. MEEHAN CO., Dresher, Penna.

## ROSES

Budded Stock Only  
H. P. Field Grown  
Trade Wants Solicited

Carol Plantation Nurseries - Theodore, Ala.

## When You Want Lining Out Stock

It will pay you big to get next to our trade list (strictly wholesale). We have good stands, a good assortment, and everything is on the jump. We have Nut and Oak Seedlings in large variety and good quantity. Headquarters for them. Also nice blocks of Oriental Plane, Wistaria, Magnifica, Weigela, Rosea, Climbing Roses, etc., etc. Let us have your want lists soon.

ATLANTIC NURSERY CO., INC.  
BERLIN, MARYLAND

## CHARLES DETRICHE & SON ANGERS, FRANCE

Growers and Exporters of Fruit Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs and Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address  
JACKSON AND PERKINS COMPANY,  
(Sole Agents)  
NEWARK - - NEW YORK

## Native Broad-leaved EVERGREENS

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous Plants of the Blue Ridge Mountains, including: *Kalmias*, *Rhododendrons*, *Leiophyllums*, *Andromedas*, *Tsugas*, *Azaleas*, *Corylus*, *Oxydendron*, *Zanthorhiza*, *Ampelopsis*, *Lonicera*, *Shortia*, *Iris*, *Liliums*, *Stenanthium*.

Approximately 500 species

Collections to Order in Carlots a Specialty  
Correspondence from large planters solicited.  
ASK FOR PRICE LIST

E. C. ROBBINS, PINEOLA,  
Avery County North Carolina

## CALIFORNIA PRIVET

ASPARAGUS  
RHUBARB

CUMB. RASPBERRY  
SNYDER B. B. R. C.

well rooted vigorous plants

Peach in Asst. Shade trees in grades. Prices right

THE WESTMINSTER NURSERY  
WESTMINSTER, MD.

## CURRANTS

FAY - WILDER - PERFECTION,  
2 yr. and 1 yr.

Barnes Nursery & Orchard Co.  
Wallingford, Conn.

## Small Fruit Plants for the Trade

Eldorado and Blower Blackberry, Cumberland, Kansas, Plum Farmer, Gregg, Haymaker, Cardinal, St. Regis, King and Cuthbert Raspberries.

P. D. BERRY & SONS  
159 Haller St., Dayton, Ohio.

## RICE BROTHERS CO. Geneva, N. Y.

A		Fruit trees
General	on	Ornamental trees
Surplus		Shrubs and Roses

Write for prices.

# LABELS FOR NURSERYMEN

THE BENJAMIN CHASE CO.  
DERRY, N. H.

When writing to Advertisers please mention the National Nurseryman.



475 *Picea pungens Kosteri*. All these plants are alive and growing at the root for nearly a month past. On July 5, 6, and 7 we transplanted 3500 *Picea, alba, Excelsa, pungens, pungens Kosteri, Pseudotsuga Douglasi* and *Pinus Austriaca*. An examination made two weeks later discovered the plants were growing at the root and not one of them has perished. I was afraid of the results state in conclusion that none of the plants mentioned were with the *Pinus Austriaca* and stopped the work waiting

two weeks to July 20th when the planting was resumed, with the same men and soil conditions as nearly similar as they could possibly be. This last planting was something more than 1000 plants and consisted of *Pinus Austriaca, resinosa, Mugho* and *sylvestris*. All except the Austrian Pine look well today and have started root growth. Some of the Austrian Pine are dying, why I can not understand but I am reporting experiences not opinions.

A year ago this month many of a planting made with care of *Juniperus glauca* and *Schotti* perished. I will state in conclusion that none of the plants mentioned were more than 3 inch and most of them only 1-1½ inch.

THEO FOULK.

## PEACH SEED

WE HAVE THEM  
ORDER QUICK

Before they are gone

SMITH BROS. - CONCORD, GA.

## FRANKLIN DAVIS NURSERIES, Inc.

404 W. Baltimore Street - Baltimore, Maryland

OFFER the following high grade stock  
for FALL 1921 and SPRING 1922.

APPLES, 2 and 3 year PEACH, 1 year

PLUMS, 1 and 2 year GRAPES, 1 and 2 year

SHADE and ORNAMENTAL TREES in all grades

Write us for special prices on large sizes Oriental Planes, Norway Maples, Red, Willow and Pin Oaks.

EVERGREENS: In assortment.

BARBERRY THUNBERGII: FLOWERING SHRUBS.

ASPARAGUS, 1 year old.

CALIFORNIA PRIVET, 1 year old, especially fine. Can offer in carload lots. Samples sent on request. WRITE FOR PRICES.

SEND US YOUR TRADE AND WANT LISTS

## If you are in need of any of these

Write for prices and samples

DAPHNE CNEORUM, 2 and 3 years

CLEMATIS PANICULATA, 1 year Transplanted

BARBERRY THUNBERGII, Seedlings

PHLOX, Fine Collection, Field grown

AMPELOPSIS QUINQUEFOLIA, 2 years

AMPELOPSIS ENGLEMANII, 2 years

J. W. ADAMS NURSERY CO.

Springfield, Mass.

## LANDSCAPE PHOTOGRAPHS

For Nurserymen and Landscapemen. Our views are the proper thing to show your prospective customer.

Our views are doing wonders for many of the Nursery Firms. Send now for free circular of plates.

B. F. CONIGISKY

416 N. JEFFERSON AVE., PEORIA, ILL.

## FOR SALE

### FOR SALE OR RENT

FOR SALE—Greenhouse 115x24 together with all potted stock, one acre nursery stock; fruit trees, shrubs, Wistarias, 7 ft., potted peonies, roses, grapes, vines, perennial clumps, 800 Spirea Chinensis, 15,000 Privet cuttings, Barberries, 3,000 Evergreens, all kinds, also including 1,500 Colorado Blue Spruce, 10 years old, 1½-2 ft., unexcelled location amongst the best people. \$9,000 takes everything. This is a real bargain, reason for selling leaving for Europe—act quickly.

CANNER FLORAL COURT GARDEN,  
143 Canner St., New Haven, Conn.

Or will lease for 7 years, above mentioned premises—including all stock, business established 8 years—price \$5,000.

FOR SALE—Three connected Cypress green-house Frames, 22-23-29x65 ft., suitable for propagating houses. Pipe frame construction. Dismantled and ready for immediate shipment, 20 boxes glass 12x14 inches.

A. J. HUMPHREYS, Mt. Sterling, Ky.

## WANTED

### WANTED

We are in the market for Evergreens in small quantities and carload lots, in lining out to 8 ft. sizes. Lining out shrubs only in the better varieties. Viburnum Carlesii, all sizes; also Phlox and Peonies. Give prices, varieties and sizes.

ROCK'S FLOWER GARDENS  
INDEPENDENCE, MO.

WANTED—A Car of Hemlock in assorted sizes, 2-5 feet, and other good evergreens in variety. Also lining out sizes of evergreens and deciduous shrubs. Please quote.

We offer a few hundred bushels of Tennessee peach seed. Also a surplus of good shade trees.

H. F. HILLENMEYER & SONS  
LEXINGTON, Ky.

ESTABLISHED 1893

# THE NATIONAL NURSERYMAN

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock. Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.50 per year In advance. FOREIGN SUBSCRIPTIONS \$2.00 per year in advance.

Advertising Rates on Application

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Subscribers to "Nurserymen's Fund for Market Development."

Hatboro, Penna.

When writing to Advertisers please mention the National Nurseryman.



# Retinosporus Pisifera, Squarosa Veitchii

Per 100 and per 1000

AUDUBON Nursery, H. Verzaal, Prop., P.O. Box 275, Wilmington, N. C.

50,000 Grape Concord, 1 yr. No. 2 grade

**W. B. COLE,**  
PAINESVILLE, OHIO

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"Ready Made" Nursery, Seed and Fall Bulb Catalogues, with your name and address on the front cover. Beautifully illustrated with natural colors on cover pages. We keep them in stock for prompt shipment. Ask for sample. They will greatly increase your sales—and they don't cost much.

**CAMPBELL PRINTING COMPANY**  
917 Walnut Street, Des Moines, Iowa.

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Catalogues  
Stationery  
Business Forms



The Robinson  
Publishing Co.  
Hatboro, Pa.

Specialists in Nursery Printing

Ask for Prices. We are the printers of this Magazine

We have PEACH, PEAR, PLUM, PECANS, JAPAN PERSIMMON AND MULBERRY to offer, also one and two-year APPLE.

Write us if in need of stock.

COMMERCIAL NURSERY CO. - Decherd, Tenn.

PEONY SURPLUS—About 3000 divisions, 2 to 3 eyes, in three named sorts. 2000 German Iris, four sorts. 300 soft maple, 5 to 7 ft., branched. About 5000 St. Regis canes for fall delivery.

A. J. HUMPHREYS, Mt. Sterling, Ky.

## AMERICAN PLUM SEEDLINGS

If interested write us for prices.

**GURNEY SEED & NURSERY CO.**

Yankton, S. Dakota

## EVERBEARING STRAWBERRY PLANTS

If you need Everbearing strawberry plants to fill spring orders or if you wish to increase your planting in nurseries, we can supply you with genuine PROGRESSIVE Everbearing plants, guaranteed to be TRUE TO NAME and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties growing in our experimental grounds that are not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out.

THE GARDNER NURSERY CO., Drawer 103, Osage, Iowa.

Rose Stock of Manetti cuttings  
Canina cuttings and seedlings  
Multiflora Japonica (cuttings and seedlings)  
Multiflora (Seven Sisters) cuttings  
Rugosa cuttings  
Rugosa stems 5-6 and 6-7 feet  
for standard and weeping roses

Quince cuttings 5-8, 7-12 m m

Pear Seedlings 3-5, 5-8, 7-12 m m

Apple seedlings 3-5, 5-8, 7-12

Apple transplanted 5-8, 7-12, 10-15 m m

Morello Cherry 5-8, 7-12, 10-15 m m

Mahaleb 5-7, 7-12 m m

Myrabolan 3-8, 5-7, 6-10 m m

St. Julien 3-8, 5-7, 7-12 m m

Azalea Ponticum stock } for grafting

Rhododendron Ponticum stock } purposes

Blue Spruces, Azaleas, Rhododendrons, 1 and 2 yr. }

grafted for lining out

And other young stock

Under  
Special  
Permit

All stock is free of disease and pest

**KROMHOUT & CO. - BOSKOOP, HOLLAND**  
Telegraphic Address, Kromhout Co., Boskoop

## HOLMAN BROS., Leavenworth, Kan.

Gooseberries, Currants, Blackberries,  
Clematis Paniculata, Rhubarb, Asparagus.

For Fall delivery. Write for prices.

## GRAPE VINES and CURRANTS

In Assortment

3 yr. No. 1 2 yr. No. 1 and 1 yr. No. 1

Early or late fall delivery. Send list for prices.

R. B. GRIFFITH, Fredonia, Md.

## SPECIMEN SHRUBS and EVERGREENS

Largest stock of large Evergreens and Shrubs in this country.  
Also Herbaceous Plants and small Evergreens and Shrubs for transplanting.

## The Elizabeth Nursery Company

ELIZABETH, N. J.

\*\*\*\*\*  
★ STRAWBERRY PLANTS, STANDARD and EVERBEARING ★  
★ LUCRETIA DEWBERRY, all tip plants. ★  
★ ASPARAGUS, 1 year old roots. ★  
★ My quality and prices justify a part of Your Patronage. ★  
★ Let us talk it over. ★

V. R. ALLEN  
SEAFORD, DELAWARE.

## Ampelopsis Veitchi (Boston Ivy)

The largest stock in existence, 1, 2 and 3 year. Transplanted, well graded plants that will please. Special rates on large quantities. Satisfaction guaranteed. Order soon.

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Collectors and Growers.

Collectors from mountains of North Carolina, Va., West Va., and Penna., specializing in native Rhododendron, Kalmia and Azalea. Less carload orders distributed from Stroudsburg. Nursery grown R. Maximum, R. Catawbiense, R. Carolinianum and R. Minus, Kalmia, native Azalea, in various sizes at Stroudsburg.

Write us regarding your fall requirements.

STROUDSBURG, PA. (D. L. & W. R. R.)

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# Bobbink & Atkins

Nurserymen and Florists

Subscribers to "Nurserymen's Fund for Market Development."

## RUTHERFORD, NEW JERSEY

Palms and Greenhouse Stock, Roses, Evergreens  
Trees and Perennials. Bay Trees, Boxwood, Rhododendrons,  
Andromedas, Ericas and Azaleas.

Send us your want list.

Inspect our stock.

### PEACH SEED

Prices on request.

Prompt shipment.

Supply Limited.

Screened or Unscreened.

**J. Van Lindley Nursery Co.**

Pomona, N. C.

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Headquarters for  
**Small Fruit Plants**  
and LINING OUT STOCK

1400 Acres "At it 25 Years"

We offer for fall 1921 a good assortment of the following stock and will be pleased to submit prices on your want list.

Strawberries	Grape Vines	Hardwood Cuttings
Raspberries	Iris	Barberry Seedlings
Blackberries	Privet	Calycanthus Seedlings
Dewberries	Spirea	Althea Seedlings
Currants	Volga Poplar	Asparagus
Rhubarb	Horseradish	Gooseberry Layers

See wholesale list before placing your order.

W. N. SCARFF & SONS

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OHIO

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(Established 1841)

The BEST and OLDEST horticultural paper in  
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This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, \$1.00. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

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Lowdham, Notts, England

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and other Ornamental Trees in All Sizes

A beautiful lot of CUT LEAF BIRCH 8-10 ft. and 10-12 ft.  
Hardy Shrubs of all kinds

Also a limited supply of Fruit Trees and Small Fruit Plants.

**T. B. WEST**

Maple Bend Nursery

Perry, Ohio

### Holland Fruit Tree and Rose Stocks

from

**C. Van Kleef & Co's Nurseries**  
Boskoop, Holland

Growers of a complete line of Holland stock for Canada. For all information as to stocks, Prices, etc., address

**WELLER NURSERIES CO.**

Sole Agents

HOLLAND

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## Champion Nurseries, Perry, Ohio

Offer the following stock:

Peach, Pear, Plum and Cherry

Grape vines and small fruit plants

Shade and Ornamental Trees

Shrubs, Vines, Peonies, etc.

**H. J. Champion & Son, Perry, Ohio**

#### TREES

Largest assortment in New England. Evergreens, deciduous trees, both common and rarer varieties. Sturdy, choice stock that can be depended upon. Send for catalog and special trade prices.

**The Bay State Nurseries**

North Abington  
Mass.

#### SHRUBS

This New England soil and climate produce fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists let us est.



# FRAMINGHAM QUALITY NURSERY STOCK

for

## YOUR RETAIL TRADE

We grow the grade of evergreens, trees, shrubs and vines that will bring repeat orders from your customers.

Now is the time to prepare for Spring business. Make us a visit. Inspect our stock and reserve what you require for Spring shipment.



## Raspberry, Blackberry

### and other Small Fruit Plants

in large supply

Special prices for fall shipment

*J. T. LOVETT, Little Silver, N. J.*

## HILL'S EVERGREENS

Since 1855

For Fall 1921 and Spring 1922 delivery we have a large stock of choice and rare varieties of Evergreens for nursery planting. We also have a good supply of Deciduous Trees and Shrub stock for lining out. Careful packing given special attention. Trade List for Nurserymen only is now ready.

**The D. Hill Nursery Co., INC.**

Evergreen Specialist---Largest Growers in America

Box 401.

Dundee, Illinois.

## NURSERY BANDS

Manufacturers of

## STEEL BOX STRAPPING

FOR

## NURSERY PURPOSES

**SPECIAL OFFER**—We offer all or any part of an accumulation of long Nursery Bands one inch in width and sixty inches to one hundred and twenty inches in length, at a reduction of twenty dollars a ton. This offer holds good until stock is disposed of.

WRITE US

COVERING YOUR WANTS IN STEEL BANDS

## American Steel Band Co.,

888 Progress Street,

ALLEGHENY, PA.

## “Getting Back to Normalcy”

For Fall we will be able to supply our customers with the varied line of Trees, Shrubs, and Herbaceous Plants that they will need.

Fall Price List ready in September.

### Thomas B. Meehan Co.

Wholesale Nurserymen

Dresher, Penna.

## Peonies A SPECIALTY

The cream of 1200 sorts

Some extra new ones

**THE WORLD'S BEST!**

Eighteen Acres

Write for our List

Cannas, Dahlias and Gladioli

### C. BETSCHER, Dover, O., U. S. A.



## FRUIT TREES

### PEACHES—1-year budded

25000 Elberta  
20000 Carman  
10000 Hiley  
5000 Ray  
20000 Belle of Georgia  
5000 J. H. Hale  
5000 Mamie Ross

### CHERRIES—2-year budded

1000 Early Richmond  
1000 Montmorency

### APPLES—2-year

1000 Yellow Transparent  
1000 William's Early Red  
5000 Delicious  
5000 McIntosh

20000 Stayman

2000 Paragon

2000 Rome Beauty

5000 Gano

1000 Winesap

500 R. I. Greening

### KIEFFER PEAR

5000 2-year budded

## FLOWERING SHRUBS

850 Coral Berry  
500 Dogwood, Red-twigged  
1000 Deutzia crenata  
1000 Deutzia, Pride of Rochester

1000 Deutzia, Double White  
400 Mock Orange, Common  
200 Rose of Sharon, Assorted Colors  
200 Sweet-scented Shrub

1000 Spiraea Van Houttei  
300 Spirea, Anthony Waterer  
100 Weigela amabilis alba  
500 Weigela rosea

## SHADE TREES

5000 Maple, Norway,  
10 to 12 ft., 1½ to 1¾ in.  
8000 Maple, Norway,  
12 to 14 ft., 1¾ to 2 in.  
7500 Maple, Norway,  
14 to 16 ft., 2 to 2½ in.  
9000 Maple, Norway.....2½ to 3 in.  
5000 Maple, Norway.....3 to 3½ in.  
2000 Maple, Norway.....3½ to 4 in.  
400 Maple, Norway.....4 in.  
100 Oak, Pin.....5 to 6 ft.

1000 Oak, Pin.....6 to 7 ft.  
1000 Oak, Pin.....7 to 8 ft.  
500 Oak, Pin.....8 to 10 ft.  
100 Oak, Pin.....10 to 12 ft.  
6000 Plane, Oriental  
8 to 10 ft., 1¼ in.  
7000 Plane, Oriental  
10 to 12 ft., 1½ in.  
8000 Plane, Oriental  
12 to 14 ft., 1¾ in.  
5000 Plane, Oriental  
14 to 16 ft., 2 in.

3500 Plane, Oriental.....2½ in.  
3500 Plane, Oriental.....3 in.  
500 Poplar, Carolina.....6 to 8 ft.  
1500 Poplar, Carolina.....8 to 10 ft.  
1500 Poplar, Carolina.....10 to 12 ft.  
400 Poplar, Lombardy....6 to 8 ft.  
1500 Poplar, Lombardy....8 to 10 ft.  
1500 Poplar, Lombardy...10 to 12 ft.  
1000 Walnut, Black.....5 to 6 ft.  
1000 Walnut, Black.....6 to 7 ft.

## SPECIMEN EVERGREENS

15 Fir, Cephalonian.....10 ft.  
20 Fir, Cephalonian.....9 ft.  
50 Fir, Cephalonian.....8 ft.  
150 Fir, Cephalonian.....6 ft.  
300 Fir, Nordmann's.....6 ft.  
300 Fir, Nordmann's.....5 ft.  
300 Fir, Nordmann's.....4 ft.  
300 Canadian Hemlock.....6 ft.  
400 Canadian Hemlock.....5 ft.  
300 Canadian Hemlock.....4 ft.  
500 Canadian Hemlock.....3 ft.  
100 Juniper, Schott's.....6 ft.  
50 Retinospora,  
Golden Pea-fruited.....8 ft.  
50 Retinospora,  
Golden Pea-fruited.....7½ ft.  
100 Retinospora,  
Golden Pea-fruited.....7 ft.  
100 Retinospora,  
Golden Pea-fruited.....6 ft.  
200 Retinospora,  
Japanese Pea-fruited...6 ft.  
200 Retinospora,  
Japanese Pea-fruited...5½ ft.  
300 Retinospora,  
Japanese Pea-fruited...5 ft.  
300 Retinospora,  
Japanese Pea-fruited...4½ ft.  
50 Retinospora,  
Japanese Graceful.....7 ft.  
50 Retinospora,  
Japanese Graceful.....6 ft.  
300 Retinospora,  
Japanese Plumelike.....6 ft.

400 Retinospora,  
Japanese Plumelike.....5½ ft.  
300 Retinospora,  
Japanese Plumelike.....5 ft.  
300 Retinospora,  
Japanese Plumelike.....4½ ft.  
300 Retinospora, Japanese  
Golden Plumelike.....8 ft.  
300 Retinospora, Japanese  
Golden Plumelike.....7½ ft.  
400 Retinospora, Japanese  
Golden Plumelike.....7 ft.  
300 Retinospora, Japanese  
Golden Plumelike.....6½ ft.  
400 Retinospora Obtusa.....6 ft.  
300 Retinospora Obtusa.....5½ ft.  
300 Retinospora Obtusa.....5 ft.  
300 Retinospora Obtusa.....4½ ft.  
300 Retinospora,  
Veitch's Japanese.....8 ft.  
300 Retinospora,  
Veitch's Japanese.....7½ ft.  
300 Retinospora,  
Veitch's Japanese.....7 ft.  
300 Retinospora,  
Veitch's Japanese.....6½ ft.  
150 Pine, Austrian.....5 ft.  
250 Pine, Austrian.....4 ft.  
300 Pine, Austrian.....3 ft.  
20 Pine, Scotch.....8 ft.  
20 Pine, Scotch.....7 ft.  
50 Pine, White.....4 ft.  
150 Pine, White.....3½ ft.

500 Spruce, Norway.....12 ft.  
600 Spruce, Norway.....10 ft.  
1200 Spruce, Norway.....9 ft.  
2000 Spruce, Norway.....8 ft.  
2000 Spruce, Norway.....7 ft.  
1200 Spruce, Norway.....6 ft.  
75 Spruce, White.....12 ft.  
75 Spruce, White.....10 ft.  
50 Spruce, Oriental.....5 ft.  
50 Spruce, Oriental.....4 ft.  
8 Spruce, Douglas.....8 ft.  
100 Spruce, Douglas.....7 ft.  
100 Spruce, Douglas.....6 ft.  
300 Arborvitae, American...10 ft.  
600 Arborvitae, American...9 ft.  
900 Arborvitae, American...8½ ft.  
1800 Arborvitae, American...8 ft.  
1600 Arborvitae, American...7½ ft.  
1800 Arborvitae, American...7 ft.  
900 Arborvitae, American...6 ft.  
1000 Arborvitae, Chinese....9 ft.  
1000 Arborvitae, Chinese....8 ft.  
1500 Arborvitae, Chinese....7 ft.  
1000 Arborvitae, Chinese....6 ft.  
25 Arborvitae, Fernlike....8 ft.  
25 Arborvitae, Fernlike....7 ft.  
50 Cedar, Blue Virginia....8 ft.  
25 Cedar, Blue Virginia....7 ft.  
10 Cedar, Indian.....15 ft.  
20 Cedar, Indian.....12 ft.  
100 Cedar, Red.....8 ft.  
200 Cedar, Red.....7½ ft.

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland



# THE NATIONAL NURSERYMAN

OCTOBER 1921

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
Cuthbert Raspberries  
Spiraea Van Houtte  
Other Ornamentals  
Shrubs

Will be pleased to quote on your list of wants

### I. E. Ilgenfritz' Sons Co.

Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons CO.'s Celebrated  
Graft and Stock Planter and Firmer

## Strawberry Plants

Everbearing and Standard

From November 1 to May 1

We can supply you healthy true-to-name, well-rooted plants. Fresh dug every day. Can ship to you or direct to your customers. Let us handle your Strawberry plant business this year. Our plants please our customers. They will please yours. Write for trade prices.

### The W. F. Allen Company

Strawberry Specialists,

Salisbury,

Maryland

## Mount Arbor Nurseries,

—30 Years at Shenandoah—

Large acreage.—Large assortment.

We pride ourselves in having old and experienced help. Our grading and method of handling our stock will suit you.

We have a fine assortment of Fruit Trees, Small Fruits, Shade and Ornamental Trees, Ornamental Shrubs, Vines, Roses, Evergreens, and Forest Tree Seedlings.

AND REMEMBER, we have a fine lot of Fruit Tree Stocks this year—

American Grown Apple and Japan Pear  
French Grown—Apple, Mahaleb, Mazzard  
Myrobolan, Pear, Quince, Rose Stocks  
Manetti and Multiflora

We can offer French Stock for direct shipment  
SHENANDOAH or FRANCE

LET US QUOTE ON YOUR WANTS

## MOUNT ARBOR NURSERIES

E. S. WELCH, Pres.

SHENANDOAH, IOWA.

## A Complete Line to Select from with the Following Items as Leaders

SHRUBS and VINES, a full line

BARBERRY THUNBERGII, CALIFORNIA and  
AMOR RIVER privet

FRUIT and ORNAMENTAL trees, a fine assortment

AMPELOPSIS VEITCHII, 2 yr. heavy

ROSES, H. P. and CLIMBING

RHUBARB and ASPARAGUS

SEEDLINGS, CONNECTICUT GROWN. Barberry  
Thunbergii, Ampelopsis Veitchii, Multiflora  
Japonica Rose, best American stock for budding.  
Wichuriana Rose and Silver Maple

FOREIGN STOCKS, FRENCH GROWN. Apple,  
Mahaleb and Pear seedlings, also quince cuttings.

WE GUARANTEE SATISFACTION

Our line is full. Send us your list for quotations

### C. R. BURR & COMPANY

Manchester, Conn.



The  
Preferred  
Stock



The  
Preferred  
Stock

### FULLY ENGAGED

is likely to be the story about many kinds of nursery stock before the selling season is very far advanced. We strongly advise our customers to cover their estimated needs fairly early in the season.

Much to our gratification—and a little to our surprise—business has been coming in very well. Sales at this time are even ahead of record-breaking figures of a year ago and it is well known that many articles are in short supply.

Our own assortments are fairly complete and we invite enquiries about:

Field Grown Roses  
Deciduous Shrubs  
Climbing Vines  
Hardy Perennials  
Ornamental Shade Trees  
Fruit Trees

**Jackson & Perkins Company**  
Newark, - - New York State.

The  
Preferred  
Stock

The  
Preferred  
Stock

## Bunting's Nurseries

G. E. Bunting & Sons, *Proprietors*

Selbyville - Delaware

OFFER FOR DELIVERY

Fall 1921 and Spring 1922

## Grape Vines

*Concord, Niagara, Catawba and  
Moore's Early*

Correspondence Solicited

**We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.**

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

COLLECTORS OF TREE SEEDS

==  
THE

**North-Eastern Forestry Co.**

**CHESHIRE**  
**...Connecticut...**

Subscribers to "Nurserymen's Fund for Market Development."

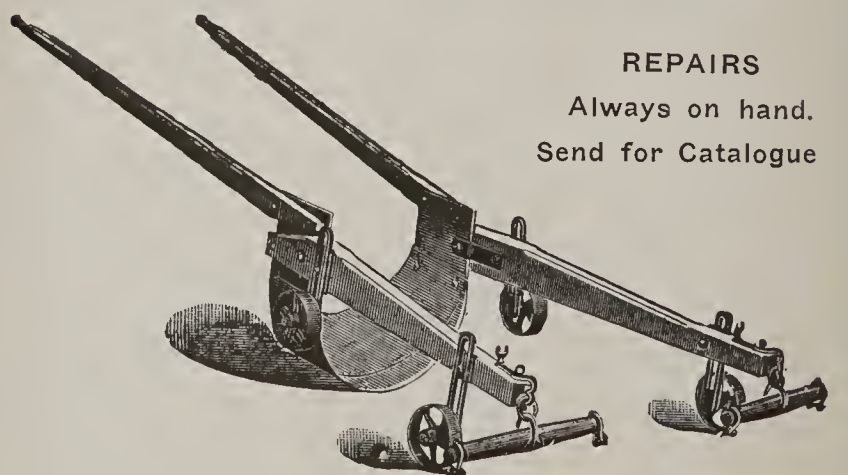
1857

1921

## BRAGG'S

COMMON SENSE

## TREE DIGGER



Digger gets All the Roots at the rate of Twenty to Forty Thousand trees per day, and only needs same power as plow.

**L. G. BRAGG & CO.**  
KALAMAZOO, MICH.



# PAINESVILLE NURSERIES



## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

Subscribers to "Nurserymen's Fund for Market Development."

When writing to Advertisers please mention the National Nurseryman.



**J. H. SKINNER & CO.****Topeka                      Kansas.**

We offer for very late fall or early spring shipment:

Apple trees, 2 years. Peach trees, 1 year.

Plum on Peach, 1 year. Keiffer Pear, 2 years.

Gooseberries, 1 year, strong plants.

Rhubarb, Myatt's Linnaeus, divided roots.

Apple Seedlings, Japan Pear Seedlings.

Forest Tree Seedlings

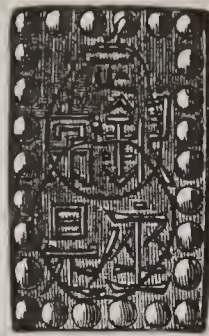
**SHADE TREES**

Elm, all sizes up to 2½ inches.

Soft Maple, Ash.

Amoor River Privet 12-18 in., 18-24 in., 2-3 ft.

Spirea Van Houtti 12-18 in., 18-24 in., 2-3 ft.,  
3-4 ft.

**Heikes—Huntsville—Trees**

This season we are boasting about our

**TWO YEAR PEAR**, as fine as we have ever grown.  
**ONE YEAR PEACH**, splendid trees, standard varieties.

**PRIVETS**—all kinds—we are headquarters for these this year.

Of course, we have our usual supply of fruit trees, roses, shrubs, etc.

The growing season with us has been ideal thus far and our stock looks unusually well.

Trade list now ready. If you have not received yours write for same.

**THE HUNTSVILLE WHOLESALE NURSERIES, INC.,**  
HUNTSVILLE, ALA.

**A**  
**Complete Assortment**  
of  
**NURSERY STOCK**

Apple, Peach, Pear, Plum

Cherry and Quince

Small Fruits

Ornamental Trees

Shrubs

Evergreens

Paeonies

Perennials

Roses

**W. & T. SMITH COMPANY**

GENEVA, N. Y.

74 Years

1000 Acres

Write for special prices

Subscribers to "Nurserymen's Fund for Market Development."

**A Complete**  
**Variety of**  
**Nursery Stock**



**60000**

**Norway and American Elm**  
fine stock in car load lots or less



**C. M. Hobbs & Son**  
**BRIDGEPORT                      -                      Indiana**



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXIX.

HATBORO, PENNA., OCTOBER 1921

No. 10

## Nursery Advertising

*(By John Watson, Princeton, New Jersey, Ex-President of the American Association of Nurserymen, at the Convention of the Southern Nurserymen's Association in Chattanooga, September 7.)*

Let me say right off that my idea in coming here is not to tell you something. I don't know enough about advertising nor about the nursery business either, to pose as a teacher; rather I am here to consider a subject that we are all interested in, to point out some things done, to ask questions and to suggest some methods that are followed by other advertisers. Maybe we can find some new ways and possibly better ways.

Now, what is advertising? And what is its purpose? It is to sell something, isn't it? So I would say that advertising is what you do and say that establishes a friendly relationship that results in sales. That relationship has to be based on confidence and good-will. Its aim must be permanency. If I advertise my second-hand car for sale, I want an immediate buyer and after delivery the matter ends. But we nurserymen advertise for another purpose; you want orders now; but your business does not end this year nor next year; when you sell a bill of goods to a planter, your business with that man has just begun; your buyers must be made into permanent customers. A relationship of confidence and good-will is of the utmost importance to you. The buying of nothing else requires the same degree of confidence that the planter must put in the nurseryman. Nursery advertising must be built on that idea. It must be frank, straightforward, absolutely truthful. It must never overstate the facts; under-statement is an actual advantage. It inspires confidence. And performance must match every promise.

Since advertising copy and catalogues are closely bound up together and must supplement each other to be effective, I want to consider them together.

Trees and plants and flowers offer the most attractive possibilities for interesting description and beautiful illustration. Nursery stock is one of the easiest things to advertise and yet for the individual nurseryman it offers the paradox of being at the same time one of the most difficult. It is easy to be general; it is difficult to be specific.

Take the advertising of any other line: take automobiles, for example. Automobile manufacturers don't advertise just "automobiles." They don't buy space nor print books to tell you how much fun it is to ride. The Studebaker Company advertises the Studebaker car. The Chandler advertises its "marvelous motor." The Hupmobile "gets there" and "you pay less for gas and oil and repairs." Dodge Brothers pointedly inquire "After the purchase price, what follows?" The point I want to make is that every man who buys a car knows

exactly why he buys that particular car. The advertisement tells the reason.

When I read nursery advertisements I find that most nurserymen buy space to announce that they are nurserymen: that they grow trees. There is neither news nor novelty in the statement. It is not advertising. Nobody is going to make the mistake of supposing that a nurseryman is a purveyor of books or hats or ice-cream freezers. I consult a dozen nursery catalogues and I find them a dozen books about trees and plants, often very handsome books, differing in covers but not in contents, varying in minor details but not in essentials. I find that Jones and Brown distribute more or less well-written and handsomely illustrated books containing very much the same list of varieties described in about the same language and illustrated with the same pictures. They are good hand-books. But as a possible buyer from one of them, which one am I going to place my order with? How am I to know whether to buy of Jones or of Brown? The very thing that I am interested in as a buyer is the thing that is conspicuously absent in nearly every nursery catalogue. It is the "reason why." And it isn't there.

If I am in need of a hat, I notice that the merchants who solicit my trade do not offer me just a hat—any old hat. I can buy a Knox or a Stetson or a Young hat and the seller of each gives me very good reasons why I should buy his hat. There is not the same opportunity for differentiating values in our line but there are opportunities and the thing for the advertiser to keep in mind constantly is that some intelligent reason must be given the buyer for placing his order with the advertiser.

With us, the absence of that "reason why" can be accounted for in two ways. One is the fact that nurserymen, like a good many advertisers, write their advertising copy and their catalogues to themselves. It is merely an expression of the universal vanity. But we must address ourselves to the people we want to buy our goods. You go about it apparently believing that the important thing is to sell. But the important thing to you is that people should buy your trees. Forget about selling; think about the buying end. And that means you've got to get away from constant thought of your business and become intensely interested in the buyer's business. It is his order you want, isn't it? Go after it from his stand-point. Tell him the reason why he should buy your particular trees. If you are Brown, tell the planter why Brown's trees are the ones to buy. That is the great difficulty in advertising nursery stock.



Everything else is easy but the most important thing about it is the most difficult thing. If you think it can't be done, just take a week off and travel with one of your plate-book agents. He can give you selling points about your business that you never knew before.

Most advertisers of nursery stock recognize that difficulty and try to overcome it in various ways. The fact of age in a business is worth advertising because age is some assurance of quality or service for without them the business might not have survived. But some of the best nurseries are new nurseries. The fact of size also warrants the assumption of a certain value in products without which the business might not have grown big. And yet some of the very small nurseries grow excellent stock and they answer your argument with theirs: the advantage of small acreage and personal attention to every detail. Some advertisers fall back on specialties and it is of great value to be able to offer something worth-while that others cannot supply. And yet the public has noticed that not ten per cent of the novelties introduced with a great flourish of trumpets ever measure up to the old tested varieties. And so the public has become doubtful about that sort of advertising. And then there is the too common appeal of cheap prices, an argument that defeats itself at once—or should—because prices lower than the average among good firms invite the conclusion that they mean one of two things: either that the trees are not worth more than a cheap price or else that the nurseryman admits his incapacity as a salesman. And admitted incapacity in one matter arouses suspicion of incapacity in other matters connected with the business. Whenever a merchant tells me that his goods won't bring as much as another merchant's, I'm not going to risk buying his goods at any price. I can say out of experience, and I think all of you can, too, that buyers are not attracted by cheap trees although they may be attracted by cheap prices. All of you have received letters telling you that your prices are higher than somebody else's but that if you will meet so-and-so's prices, the order will be placed with you. He wants your trees at the cheap man's price. The bargain price makes buyers suspicious of the goods.

It is necessary for every nurseryman to have some good reason why buyers should give him their orders. That reason may be found in different things: the care with which varieties are propagated, the thoroughness of their cultivation, suitable land, equipment for proper handling at packing time, shipping facilities, the service that follows delivery. All these are things that the buyer is interested in. Of overshadowing importance to the buyer is the matter of getting fruit trees true to name.

Ours is an ancient occupation. The first recorded history—if we accept the Scriptures—is an account of a Garden in which there were trees and plants and flowers without which it would not have been a Paradise. The nursery business existed from the very start and it is worth noting that the very first apple orchard planted resulted in raising Cain! And ever since then, somebody or other has been raising Cain about the nursery business.

Now, it is my honest opinion that the great bulk of the

trees sold have been true to name. We hear a great deal about those that have not but we hear very little about the profitable orchards that have turned out to be exactly what was ordered. That is because the one is interesting news and the other isn't. If Jenkins gets drunk and beats his wife, the neighbors all talk about it because it is a thing unusual in the community. But if Simkins pays his bills and goes to church and behaves himself according to ordinary standards that doesn't excite the community at all. The usual and the expected excite no comment; it is the unexpected and the unusual that set tongues to wagging and moves the community to excited comment. And yet that comment quite as much as any basis it may have in fact, makes it imperative that nurserymen use every precaution and always greater precaution to have their fruit trees true to name. Continued confidence, permanent trade and profitable business depend on that. To give reasonable assurance of true-to-name stock is the most interesting thing a nurseryman can say to buyers and the most important element in his own success.

When should nurserymen advertise? Or, to put it differently, when do folks buy trees and plants? That question has to be answered by every advertiser with respect to his goods. And I think that you and I can answer as to nursery stock out of our own experience in buying other things. Isn't it a fact that we very often make up our minds to buy certain articles long before we get them? I can name off-hand a dozen things that I have seen advertised that I am certainly going to get later on. I haven't come into possession of them yet. But they have been sold to me. That part of it has been done. And that is what we are considering.

Catalogue nurserymen advertise only in the fall and spring. I never knew exactly why, so I asked a good many and it interested me to find that I got the same answer in every instance: "It doesn't pay to advertise at other seasons. We get orders only in the spring and fall."

The last part of that statement, we all know to be perfectly true. Fall and spring are the planting seasons; folks send for nursery stock when they are ready to plant it. But we are not talking about planting; we are talking about buying. I feel very sure that folks buy trees and plants every day in the year; that is, they make up their minds to buy just as you and I do about the things we buy.

When does a woman buy rose-bushes? Of course, she makes out her order and sends it off in the spring, because that is the time to plant roses. But we are not talking about delivering and planting; we want to know when she buys roses. When does that woman make up her mind to buy roses and what varieties to buy? Isn't it in June, when roses are in bloom in her garden or in the neighbors' gardens? And why isn't that the very best time to advertise roses?—to have the garden's beautiful illustration of what to buy supplemented by the advertised suggestion of where to buy?

When does a man decide that it might be a mighty fine idea to have half a dozen peach trees in the back garden? Isn't it likely to be about the time when Friend Wife is



feeding him peaches-and-cream for breakfast or peach-cobbler for Sunday dinner?

Now, that idea of using and profiting by the illustration of our products in the orchard and in the garden can be carried out in every month and every week in the year. Peonies should be planted in the fall; but it looks to me like a mighty good time to advertise them when Peonies are in bloom in the spring. Fruits can be profitably advertised in their fruiting season. Talk about fruit when folks are eating fruit. Last summer, I read a newspaper account of a man in Illinois who sold his crop of Yellow Transparent Apples on a forty acre lot for \$20,000. Now, why wasn't that fact a good thing for nurserymen with apple trees to sell to advertise right at that time? Advertising is always most effective when it is tied up to a concrete fact. And there is no month of the year when nurserymen can't do that. In the dead of winter when the evergreens stand like brides in their snowy veils, when the hedge of hemlock or of spruce gives cheer and protection to the place, when the slender birches stand like sentinels against the grey sky-line, when the barberries with the ripe red berries add a touch of warmth and color to the snow-covered lawn,—isn't that a good time to call attention to the enhanced beauty of the landscape and to suggest where those things can be bought? We must use the constant selling help of our own products.

I take it, then, that the best time, the obvious time, to advertise nursery stock of some kind is every day in the year. We tell ourselves that ours is a seasonal business; but it isn't. Our season for digging and shipping is short but our selling season extends throughout the whole year. And advertising should be followed with catalogues of seasonable plants. The annual catalogue is too large. Its length is confusing. I was recently reading an article about big catalogues in *Printers' Ink*. It referred to big catalogues in general but a specific instance was cited in our trade and therefore interesting. The writer said he wanted to plant a bed of Tulips, so he answered an advertisement and received a large and handsome book offering trees and plants and bulbs of every description. He said there were a dozen pages devoted to Tulips in hundreds of varieties all apparently very desirable. But out of so many offerings, he said he could not arrive at any decision and in the end bought none. But sometime later he received a little four-page folder offering bulbs in collections including a bed of Tulips for \$10. He ordered two collections by return mail. He got an intelligent offer of what he wanted telling him how far apart and how deep to plant and all he wanted to know. It brought his order.

Now, I think that we nurserymen might study the lesson in that. A four, eight or sixteen-page folder offering only one or two articles like Roses or Peonies or hedge plants or shade trees is far more effective and will bring more orders than a catalogue of two hundred pages. The folder is inexpensive in printing and postage. Besides, the people who write you are not interested in everything you grow. They nearly always tell you what they want. A woman who goes into a department store to buy a pair of silk stockings doesn't expect to be shown the stew-pans and wash-tubs and smoking-jackets before getting a chance to buy what she wants.

I'd say: split the catalogue up into a number of folders offering one line; advertise each line at the blooming or fruiting season; and remind buyers with a dozen small catalogues instead of one big one. Some progressive and prosperous firms are doing that right now. The folder is specific; it answers the inquiry; it talks about one thing at a time; it is a bullet instead of bird-shot.

Besides, we grow entirely too many varieties. Half of them are has-beens. Quite a lot are never-wasers. A nurseryman will remember that last spring he got an order for a couple of trees of a variety that somebody's grand-mother thought a lot of on the old place back in Vermont or down in Texas; and so this summer he scurries around and gets some scions and buds fifty or a hundred trees in the remote possibility that some other descendant of the old lady will be moved by filial regard to order a variety long ago discarded. That is poor business. I believe that we could drop seventy-five per cent of the varieties we grow without loss either to planters or to nurserymen. The average nurseryman, catering to the trade of orchard planters, can get along nicely with 20 varieties of Apples and 10 each of Peaches, Pears and Plums. Propagating and handling hundreds of varieties offers just that many more chances for errors. And in describing varieties, let us get away from superlatives. They can't all be the best and yet if you read some catalogues you will think so unless you happen to know better. The best catalogue I ever read described peaches only by giving the month of ripening in that section, the color and whether cling or free-stone, a line for each variety which was quite enough to cover the essentials.

I have said that I believe in advertising every month in the year because something is illustrated every month in the garden or orchard and that timeliness gives point and effect to the copy. But a still better reason than that is because trees and plants can be sold every month and a matter of fact, are sold every day. If that is not true, why is it that the nurserymen who employ agents keep their salesmen on the road throughout the year. They do that because they know from experience that trees can be sold and are sold every day. The catalogue firms are making sales every day, but unlike the agency houses who get their orders in every week, the catalogue nurserymen get theirs in only at planting time. I think the catalogue men confuse the receipt of the orders with the actual sale of the goods.

Nurserymen who sell through agents alone do not advertise. I have asked a great many, why? And I have invariably gotten the same answer: "It doesn't pay us to advertise. It takes the man on the spot to get the signature on the dotted line." Of course it does. But going back to our own experience in buying, how do we act? I see something advertised and I write for further information. Very soon I get a letter telling me what I want to know and maybe a catalogue followed by other printed matter. Then one day a traveling representative of the house comes along and if he is a good "closer," he books my order. But let us keep this in mind: that nowadays the traveler is not so much the salesman as he is the closer. He gets the signature on the dotted line; he completes a sale already made. In many cases—in most cases, I venture to say,—the actual sale has been made



in advance of his coming. It is so in nearly all selling. The peddler is the only exception I can think of. Life is too short, we are all too busy, we haven't the time nor has the traveling representative the time for an educational interview. The house must prepare the way for the man on the road by first making his possible customers acquainted with the house and with the goods it sells. Advertising sells goods; travelers gather up the orders.

The non-advertising nurseryman who depends on agents to get business is operating at an extraordinary and unnecessary expense. He figures generally that the retail selling price must be five times the wholesale or cost price. That is, to make a fair profit, it is necessary to charge an advance of 500% over cost. Experience seems to show that to be necessary. But why is it necessary? Isn't it a fact that those who buy through agents are one-time buyers? I would say that 80% are. Ask any farmer where he bought his trees and the chances are that nine times out of ten he will say "In Winchester" or "in Rochester" or "from Pennsylvania;" but it is rarely the case that he will remember the name of the firm. That is because the firm has not taken the trouble to remind him; he does not find its advertisement in his paper; he receives no catalogue; he is a customer lost: an asset gone to waste. The customers of the advertising nurserymen include a much larger percentage of regular buyers. They receive constant reminders in the way of letters and catalogues and on the printed page. Now, isn't it an unusual selling expense if 80% of your customers are only one-time buyers? Each one of those orders must yield its own profit. But many successful merchants say that most first orders cost them as much as they get from the sale. The advantage is in establishing a contact that can be followed up: first buyers made into permanent customers; the house, its name, its reputation, its goods and its service must be kept constantly before the public and especially before its customers. Agency firms have the same opportunity and their figures on selling expense would seem to indicate the same need for constant publicity to keep in touch with their trade. To lose 80% of each year's buyers is a tremendous loss in potential profits: loss of contact established at great expense. Salesmen should have the support of the house they represent and the very best support they can have with the public is intelligent advertising in the territory they cover. If you don't believe it, ask your agents. I know the answer because I have been an agent myself.

All of us have noticed that during the last two years there has been very little nursery advertising. Space has been small or not used at all. Catalogues have been fewer and not so good in quality. There was a marked cutting down in advertising and printing investment. I have asked why? And it seems that the shortage of stock and the reaction following the war made it unnecessary to try to get business. The orders came without effort for even more than could be supplied. But some very successful merchants in other lines carried their usual advertising during the war years and when they could not fill a fraction of the orders they received. And right now they are doing business where others complain there are no orders. They figured that there is

something besides immediate orders to work for; and that is the future orders; they advertised to keep in contact with the buying public and to conserve the goodwill represented in their business. In our line, feast and famine follow each other with great regularity. Beginning in the spring, we shall probably have more stock to sell than for some years back. We shall feel the necessity to make the selling effort that has been unnecessary lately. The farmers, on whom we depend rather largely for buyers, are not in good shape and not likely to be in better shape for another year or so. Also, shortage of stock and comparatively high prices have encouraged large plantings by nurserymen, by used-to-be nurserymen, by never-will-be nurserymen and by farmers and orchardists. The latter seem to think they can grow trees cheaper than they can buy them while the farmers, many of them, compare the prices for farm products with the prices for trees and so they buy grafts and plant them. I do not mean to suggest even that there is a surplus of stock in sight or that we are likely to have any serious overproduction. What I mean is that our market has to be worked; our field has to be intensively cultivated. The market is there; it will buy things; it is buying things; we must see to it that it buys what we have to sell. I mean we mustn't trust too much in Providence and F. W. Woolworth & Co.

This country is not likely to see any necessary surplus of good stock for years to come, if at all. We shouldn't think of surplus except as a spur to selling effort. We have a great, broad, undeveloped land with 20,000,000 homes and more needed. High rents and city costs are driving families into the suburbs and into the country. Our people are by inclination and because of ability, home-owners. That means tree-buyers. Ours is the richest country in the world; if it were not, we couldn't pay \$3,000,000,000 in Federal taxes in a peace year. We have over half the world's supply of gold in our vaults. Our bank deposits are the largest in our history. Every home-owner is a customer. A man can wear only one hat at a time but every garden has a place for another plant. There are the great estates, the parks, the cemeteries, the highways, all needing the things we grow.

And that market throughout the whole country is open to every nurseryman no matter where located. Ours is not a local industry; few things are so widely distributed; Texas peaches are planted in Michigan; Maryland apples go to Missouri; Illinois evergreens thrive in Massachusetts parks. Outside of a few nurserymen whose goods and distribution are limited by climatic extremes, this great market is open to all. The average nursery is limited in its possible expansion and growth by just two things and by nothing else: its capacity to produce and its ability to sell. A territory so vast can be covered only by printed matter, advertising copy and catalogues. Traveling salesmen can reach only a few. Each can well supplement the other; they go naturally together.

An industry so absolutely the opposite of local can profit and does profit through advertising. No business that I know of needs advertising like the nursery business needs it; no business that I know of so readily responds to intelligent advertising. I don't mean to imply, now, that buying advertising space and distributing printed matter is going to make you or anybody else



For December or February shipment from France we offer

# FRENCH FRUIT and ROSE STOCKS

in a full assortment of sizes.

Pears, Apples, Mahaleb, Mazzard, Myrobolan, Quince,  
Manetti, Multiflora, Canina, Polyantha, etc.

Grown and exported by

**VINCENT LEBRETON'S NURSERIES, ANGERS, FRANCE**

whom we have represented as sole U. S. Agents for 19 years—which insures best grading, packing, and shipping service. Well ripened stocks—Prices ready now.

## RAFFIA

RED STAR, A. A. WEST COAST and  
XX SUPERIOR BRANDS, also colored.  
Bale lots or less shipped from stock.

## LILY BULBS

All hardy varieties in case lots.  
MAGNIFICUM, ALBUM, RUBRUM,  
AURATUM, etc.  
All sizes. Fall shipment.

PALM SEEDS, ENGLISH MANETTI STOCKS

## DUTCH BULBS

Full list of varieties. TULIPS, HYACINTHS,  
NARCISSUS. Highest quality only.

## BAMBOO STAKES

NATURAL in 6 ft. Japanese and domestic.  
DYED GREEN in 7 sizes.  
Bale lots only. Shipped from stock in N. Y.

ROSA MULT. JAPONICA SEEDS

Write for prices specifically stating your requirements.

**McHUTCHISON & CO., 95 Chambers St. - New York.**

## Princeton Products are Ornamental



Trees, Shrubs and Evergreens  
of high grade  
for the wholesale trade

**Princeton Nurseries**

Princeton in New Jersey

October, 1921



## BULBS

IMPORTED  
DOMESTIC

*Cold-Storage*

For every month  
in the year we  
have something to  
offer. Our "45"  
years reliable  
dealings should be  
your guide when  
ordering.

Write for Latest Price List  
**VAUGHAN'S SEED STORE**  
CHICAGO NEW YORK



rich. There is a lot of money wasted for what some folks fondly imagine is advertising. It is easy to make money; the difficulty is to spend it. And by spending it I mean intelligently using its purchasing power. I have admitted that I think good nursery advertising copy is mighty hard to write. If I had any suggestions to offer they would be these: Have something to say. Say it in few words. Count 'em as you would the words in a cablegram; they cost a lot more. Let every statement be frank and to the point and absolutely truthful. Select a single line or a single idea and let it be featured in every advertisement. Vary the rest with the season. Talk about one thing at a time. Avoid humor as you would a pestilence; you may be as ponderously dull as you please and likely as not it will be accepted for wisdom; but avoid wit. I would rather advertise in a big paper than a small one; its readers are apt to be better prospects. The prestige of the editorial page gives weight to what appears in the advertising pages. I'd rather have twelve inches in the biggest and best farm paper than one inch in a dozen papers. Large space is more effective than small space, but large or small, remember the effectiveness of the wide margin. When you tell your story, stop. Use short words and few of them. Offer one thing but suggest others. Make it much meat and little gravy.

You advise folks to go to a nurseryman for trees, don't you? We nurserymen are not students of advertising. A good advertising agency can present our story better than we can. We must furnish the idea—the "reason why"—but the man used to doing that sort of thing can dress it up better than we can. The advertising copy, the catalogue and all other printed matter must be in perfect harmony. They should be written together. Those in an orchestra play the same tune. Decide what sum you want to invest in a catalogue and then you or your advertising agency tell your printer that you want so many copies of a catalogue of so many pages and to give you the best he can for that amount. If the printer is a wise merchant, he wants your future orders; he is a fool if he doesn't give you all he can for your money. If you buy like the planter who shops around for the cheapest trees, you may possibly have an experience like his.

With our wide, rich country and its buying prospects open to every last one of us, with our people very largely the owners of their own homes and having a native wish to make those homes beautiful, with the greatest undeveloped market in the world ours to supply, we need not worry about surplus or prices if we will just go about getting the business intelligently and aggressively. It seems to me that the best way to do that—the best way for those who sell through agents as well as those who sell by means of catalogues,—is with good, truthful, convincing advertisements backed up by catalogues that must be real sales-messengers rather than hand-books on trees and plants. And in both there must always be emphasized that "reason why:" the thing that gets customers and makes them friends and holds them. Confidence and good-will come first; the orders follow. Nor must we overlook the value of continuity in advertising and its cumulative effect.

## EMPLOYING EXPERTS

The National Association of Gardeners recently organized a branch at Glen Cove, Nassau Co., L. I.

Secretary Ebel explained the purpose which was to form an association of Estate Superintendents and Gardeners to protect their own interest and those of their employers from the encroachments of the so called gardening "experts" who offer their services in an advisory capacity to that of a none resident supervising manager.

There is not the least doubt that the gardeners have good causes for their action. With so many graduates being turned out of Agricultural and other colleges it is to be expected they will try to turn their education into channels that will be productive of revenue.

Unfortunately for them the profession of Horticulture is one of which one can only get the theory in colleges and theory is valueless unless supplemented with long practice.

Only the man or woman who has done things, who have proved themselves by results have any right to pose as experts.

To be an expert in Horticulture worthy of a fee for advice, calls not only for a college education, but for years of real labor to get experience, it cannot be acquired by proxy in matters relating to gardening.

The gardeners however are hardly likely to suppress the efforts of the would be experts by forming an association. the real way is to make it unnecessary for their employers to call one in.

Too many gardeners look on their position as a comfortable berth and as long as they keep the place looking nice, the supply of flowers, plants and vegetables up to the maximum they think their employers ought to be satisfied.

Owners of estates are largely composed of business men who have made money. They may not know a raspberry cane from a currant bush, but they are usually good judges of men. If the man in charge of his place is willing to let well enough alone, the employer begins to wonder if he is getting all he should but, if on the contrary his gardener is up on his toes, always making suggestions for improvements, economy of upkeep, and trying to interest him in the plants and things on the estate, it is hardly likely he will call in an expert except at the gardener's suggestion and should the expert prove "phony" his advice would hardly be acted upon.

Estate superintendents and gardeners should be broad minded, keeping in mind that no man knows it all, that live American business man is never satisfied except with perfection and that is never attained. He does not hesitate to call in an expert in his own business either in office or factory, although he may employ hundreds of men, superintendents and managers. It is hardly likely he will hesitate to do the same in the management of his home affairs.

It is really up to the gardener to make it unnecessary for him to do so, but when occasion requires to advise his employer to do so and prove himself as big as his job.



## TO THE TRADE ONLY

We offer a very complete list of Nursery Stock for delivery Fall 1921 or Spring 1922.

**FRUIT TREES.**—A general assortment of Apple, Pear, Cherry, Plum, Prune, Peach, Apricot, and Nectarine in first class one year stock.

**NUT TREES.**—Almonds, Filberts and Walnuts.

**SEEDLINGS.**—Apple, Japan Pear, Mazzard Cherry and Myrobolan Plum.

**GRAPE VINES.**—American varieties, strong on Concord.

**SMALL FRUIT AND BERRY PLANTS.**—With Oregon Champion Gooseberry and Perfection Currant one year No. 1 as strong leaders.

**ROSES.**—A large list of budded, field grown plants.

**NURSERY SUPPLIES.**—Our usual line.

**Portland Wholesale Nursery Co.**  
971 Sandy Boulevard Portland, Oregon

## You Want QUALITY!

## And We Have It

Because

Western New York grows the  
finest Nursery Stock in the World.

This is a Quality year.

Bulletin No. 1 is ready—A post-card will bring it.

## CHASE BROTHERS CO.

THE ROCHESTER NURSERIES  
ROCHESTER, N. Y.

## Fruit Trees and Rose Stocks French or Dutch Grown

From

**K. Rosbergen & Son, Nurserymen**  
BOSKOOP, HOLLAND

Apple Seedlings	Cherry
Pear “	Prunus Damascens
Malus “	Rosa Manetti
Paradise, broad leaved	“ Canina
“ yellow Metzger	“ “ Cuttings
Quince Seedlings	“ Rubiginosa Sweet Briar
Mahaleb “	“ Laxa
Myrobolan “	“ Rugosa
St. Julian “	“ “ standard for top budding
Azalea Pontica	Rhododendron Ponticum

Write for particulars and Wholesale prices to our American Representatives.

**CHAS. SCHWAKE & CO., Inc.**  
90 West Broadway, New York, N. Y.

## Hoopes, Bro. & Thomas Company

THE WEST CHESTER NURSERIES

West Chester, Pa.

Established 1853

Incorporated 1907

## SPECIALTIES

EVERGREENS OF THE BETTER VARIETIES—Boxwood pyramidal, 2 ft., 2½ ft. and 3 ft. Biota aurea nana and conspicua aurea. Arbor Vitae compacta, conica densa, globosa and Siberian. Fir cephalonian, concolor and Nordman's. Retinispora argentea, compacta, filifera, filifera aurea, pisifera, pisifera aurea, plumosa aurea, squarrosa veitchii. Spruce hemlock, oriental, polita and white. Send us your list of wants.



# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902

Published monthly by

THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor .....ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance .....\$1.50  
Foreign Subscriptions, in advance .....\$2.00  
Six Months .....\$1.00

Advertising rates will be sent upon application. Advertisements  
should reach this office by the 20th of the month previous to the  
date of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by  
the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Flourtown, Pa., and should be mailed to arrive  
not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at  
Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., October 1921

**NO BOOM IN SIGHT** It is said the present times are only hard by comparison to the soft times we had when we could sit in the office and turn down orders, unless we were given permission to ship at our convenience and at our own price.

Some report business "good" to keep up their own spirits and because they know a poor mouth does not improve things.

It is a good policy if they hustle and make it come true. General conditions are improving slowly but individual firms will have to do their own improving.

There is no boom in sight to carry the slackers along.

Advertise, hustle and lay yourself out to give service putting your customers' interests well to the front of your own selfish inclinations.

The buying public is still smarting from the gouging they experienced recently.

We are all a little sore at the proprietors, when they had us on the hip, even though we may have inadvertently done a little ourselves.

To get the public back into the buying humor we must avoid any suggestion of profiteering in the prices of the goods we have to sell.

Service is good and will bring business when it is genuine.

Quality is a good business getter when it is superior to the other fellows for the same priced goods.

But price is the deciding factor when money is scarce.

**THE MAN WITH A MICROSCOPE** There are indications that the patient labors of the scientists in studying, classifying and recording those microscopic forms of animal and plant life are going to bear fruit.

The average man has little sympathy or use for those who devote their lives to the study of fungus diseases and minute organisms, and are apt to think it an unprofitable expenditure of time and money that could be used to much better advantage in other lines of effort.

There is every reason to believe the organisms that are invisible to the eye without the aid of a microscope are just as numerous as those we can see with the naked eye. There are over 50,000 species of fungus known due to the labors of patient workers who receive little glory or remuneration.

We see the effects of these minute plants or animals rather than the organisms themselves and often the effects are in the form of diseases.

While it perhaps is perfectly natural for the lower forms of life to prey upon the higher we do not like them to interfere seriously with the production of wheat and other economic plants that are so necessary to our existence.

Quarantines may temporarily check the spread of some insect or fungus but the real remedy will come by way of the patient, plodding scientist with his microscope.

The British are establishing a Bureau of Mycology with headquarters at Kew, they are awaking to the need of attacking the subject in earnest to try to check the tremendous losses in economic plants from what are known as fungus diseases.

We in the Eastern United States have recently seen what a fungus disease can do, when it wiped out all the chestnut trees in such a short space of time.

Our own Departments of Agriculture, National and State, are doing their share of this world's work and who knows how soon the glory and honor now bestowed on the warrior will be transferred to the round shouldered student with his microscope.

## A NEW INVENTION FOR BALLING TREES

In the Scientific American of July 9th there is a device for retaining the ball upon trees and evergreens when being transplanted. It is the invention of Lionel Wiel, Goldsboro, N. C.

It is possible this invention may prove successful under certain conditions of transplanting, but it hardly appears to be such that it will be of much use to the nurseryman especially when it comes to shipping any distance. A tree or evergreen that has been properly grown on a nursery, having been transplanted at intervals becomes used to the operation, and is well equipped with fibrous roots or sufficient roots of a kind that will retain all the earth necessary for successful transplanting. When such a plant is dug with a ball which is properly bound with narrow strips of burlap and sewn with twine it can be shipped any distance and handled very roughly indeed before the ball is broken or the soil shaken from the roots. If trees are dug with ball and properly burlapped, there is no need for a container that would be likely to cost more and be less easily handled than those turned out by nurseries who make a specialty of handling a tree in this manner.

The receptacle consists of a metal casing, properly hinged, which is placed around the roots and earth ball of the tree to be transplanted. Metal slides at the bottom of the receptacle prevent the dirt from falling out of the tapered receptacle. Straps and buckles hold the earth ball firmly in place. In transplanting the tree a hole is first dug, after which the tree or plant with the receptacle still about it is placed in position. The bottom slides are



## ENGLISH GROWN NURSERY STOCK

**MANETTI AND OTHER ROSE STOCKS** —a fine lot of 1 year MANETTI 3 to 5 m|m and 5 to 9 m|m  
ROSA MULTIFLORA JAPONICA 5 to 7 m|m, 6 to 10 m|m. All varieties do well on this stock, resists very hot,  
dry weather. **OTHER ROSE STOCKS**

A large stock of **ORNAMENTAL & DECIDUOUS TREES** of most kinds in 1 and 2 year old and in small transplant-  
ed stock for nursery planting. **TREES AND SHRUBS** of new and scarce varieties.

**RHODODENDRON PONTICUM** stocks for grafting, also in the smaller sizes.

**FRUIT TREE STOCKS** of all sorts, in quantity.

**FRUIT TREES**, a large selection of sorts, horizontal fair trained and other growths.

Plants can be imported under special permit for stock. Glad to answer enquiries. Wholesale catalogue on  
application.

40 years' successful trading in the States

**WALTER C. SLOCOCK,**

**Goldsworth Nurseries,**

**Woking Surrey, Eng.**

Main Line L. S. W. R. to Southampton. 40 minutes London

NOT PRICE



BUT QUALITY

## TREE SEEDS

LET US QUOTE YOU OUR ATTRACTIVE PRICE

**T. SAKATA & CO.**  
**SEED GROWERS & MERCHANTS**  
Kanagawa, Yokohama, JAPAN

## When You Want Lining Out Stock

It will pay you big to get next to our trade list (strictly  
wholesale). We have good stands, a good assortment, and  
everything is on the jump. We have Nut and Oak Seed-  
lings in large variety and good quantity. Headquarters  
for them. Also nice blocks of Oriental Plane, Wistaria,  
Magnifica, Weigela, Rosea, Climbing Roses, etc., etc. Let  
us have your want lists soon.

**ATLANTIC NURSERY CO., INC.**  
BERLIN, MARYLAND

## L. R. TAYLOR & SONS

*Topeka, - Kansas*

**FOR FALL 1921**

**A Fine Lot of**  
**APPLE SEEDLINGS**  
**FRENCH PEAR SEEDLINGS**

—ALSO—

*Apple Trees*

*Peach Trees*

*Pear Trees*

*Cherry Trees*

*Forest Trees*

*Grape Vines*

## UPLAND GROWN TREES

Pear Standard

Plum on Plum

Plum on Peach

Cherry

Peach

Apple

Quince

Carolina-Lombardy Poplars

We have a large assortment of hardy  
upland grown trees for Fall and  
Spring delivery.

WILL BE PLEASED TO QUOTE ON  
YOUR LIST OF WANTS

**MALONEY BROS. & WELLS COMPANY**  
Dansville, New York



removed, the buckles undone, and the receptacle removed, following which earth is packed around the earth ball containing the unimpaired roots. Even long-leaf pines, which are among the most difficult trees to transplant, have been handled with this device.

### AS I SEE IT

*By M. T. Null*

"Quarantine 37" has precipitated a craze for propagating evergreens and it is safe to say that cuttings were set by the millions last year. Nurserymen who never grew any evergreens before are now propagating from 100,000 to 200,000 and look upon them as "War Brides." In about five years salable sizes will be as plentiful as mosquitoes in Jersey and prices,—well, we have been through it before and I guess we will survive. But these propagations are of the commoner, easily rooted sorts. Mainly Retinisporas and Arbor Vitae. William Flemmer of Springfield, N. J., has the right "dope" on the evergreen idea. While he is growing some of these commoner sorts, he is putting his main efforts into the propagation of the choice varieties. Junipers, Blue Spruce and the like; and as usual, he is making a success of it.

He has just completed a grafting house, modeled after his own ideas, and I reckon it will be worth while looking it over next Spring after his winter work is done. A visit to the F. & F. Nurseries is not only always a pleasure but you learn a lot too.



Some nurserymen have queer ideas of salesmanship. Some weeks ago I took an order for a lot of evergreens among which there were some I had to buy. Not knowing just where I could pick up the lot I sent out about a dozen "fliers" for quotations.

Here is the reply I got from one nurseryman,—a prominent one too. "I am in receipt of your favor of the 12th, inquiring about Evergreens. There are a number of items which we cannot supply. I am checking those which we can do and if you are interested in these, we would be pleased to hear further from you."

Now while he was writing that letter it would have taken him no longer to write me prices on just what he could do, as it was, I had to write him again and he had to write a reply all of which might have been easily covered in his first letter.



President "Mike" Cashman of the American Association seems to have difficulty in finding a member willing to accept the Chairmanship of the Legislative Committee. He invited "Charlie" Perkins to hold down the job for another year, but "Charlie" could not see it that way. Then it was passed on to "Ed" Moon but "Ed" thought that the action of the association at the Chicago Convention in turning down the "Progressive Movement" did not leave much opportunity for the Chairman of the Committee to "do things," so he passed it up. "Ed" is a worker and has no time for a job in which

nothing can be accomplished.

Anyhow I think "Ed" has the wrong idea. Even in the days before we had an "attorney" and an "Executive Secretary," there were ample funds available to take care of the expenses of the Chairman and members of the Legislative Committee and who is there but will say, "Well done thou good and faithful servant."

Why not try "Jim" Pitkin? "Mike" and "Jim" would be a great combination. It's been whispered for several years that their ideas are more than harmonious, or perhaps "sympathetic" would be a better word.

### WIND

Anyone who has a great love of plants and expends the greater part of his life working among them, is likely to acquire a knowledge about them that is not recorded in books, in other words he cannot impart his experience in its completion, nor convey to another in a few hours what it has taken himself years to acquire.

Experience is something you can only acquire yourself. It is impossible to gain it by proxy. He can however give pointers, suggestions and talk about his observations so that others may be guided to experiment and observe along the same lines. With this idea in mind the writer in his experience has often been impressed with the effect of the wind upon plants, there is certainly sufficient grounds to think the subject worth while for a scientific study by the Experimental Stations.

The casual observer knows that if a tree is loose in the ground it will not do well, and of course the explanation is obvious. If the trunk of the tree move there must be some slight motion imparted to every fibre of root.

The plant physiologists tell us that the plants take up their food while in solution. They eude an acid through the cell walls to act upon the particles composing the soil which are dissolved and taken in through the cell walls by the plant and into the plant through the sap, giving the necessary food for the growth of the tree. It is reasonable to suppose that the slightest movement works to a great disadvantage to the growth of tree in this process.

Practical planters know that the cause of many failures in tree planting, especially when done in the fall, is due to this cause rather than any other. Plant a tree with a reasonable amount of roots and insure by some mechanical contrivance to prevent the least motion of the trunk in the wind success is pretty well assured. Just to what extent this movement of woody plants in the wind affects their growth is not generally understood.

In practice we stake plants but the operation is more often considered from a view point of training and to prevent breakage than to encourage growth yet the close observation will find that it also has an effect upon the growth of the tree. Looking at the subject in its broader aspects we know that shelter or protection from wind has favorable effect, although it is not always attributed to the detrimental effect of motion caused by the wind. We see in a sheltered position plants do wonderfully well. In green houses results can be obtained that are not altogether attributable to temperature and moisture. We know the effect of violent wind that whips the foliage and twists and breaks the growth but we do not



## Last Call For FRENCH FRUIT TREE SEEDLINGS

for fall delivery:

Limited Quantities still available of

**Crab-Apple, Pear, Quince, Mahaleb, and Mazzard Cherries, also Myrobolan Plum Seedlings, and Manetti and Multiflora Rose stocks.**

Prompt orders of the Trade solicited by

**NORBERT LEVASSEUR & SONS, USSY, Calvados,**

for all further detail address our Agents

**AUGUST ROLKER & SONS,**

**New York, 51 Barclay Street.**

### FALL 1921

- 40,000 Plum on Peach 1 yr, 2-3 ft., 3-4 ft., 4-5 ft., 5-6 ft.
- 150,000 Currants 1 and 2 yr.
- 60,000 Gooseberries 1 and 2 yr. Houghton, Downing and Pearl.
- 500,000 Grape Vines 1 and 2 yr.
- 15,000 Catalpa Bungei 1 and 2 yr. hds. 3-4 ft., 4-5 ft., 5-6 ft., 6-8 ft.
- 200,000 Carolina and Lombardy Poplars, 4-6 ft., 6-8 ft., 8-10 ft., 10-12 ft.
- 75,000 Spirea Van Houttei, 12-18 in., 18-24 in., 2-3 ft., 3-4 ft., 4-5 ft.
- 100,000 Berberry Thunbergii 2 yr., 10-12 in., 12-18 in., 18-24 in.
- 300,000 Privet Cal., and Amoor River North 1 and 2 yr., 12-18 in., 18-24 in., and 2-3 ft.

Also a large and complete line of high quality nursery stock for the wholesale trade. Send for trade list.

**T. W. RICE,**

**Geneva, N. Y.**

### SPRING 1922

Order your season's supply of

## SPHAGNUM MOSS

now while prices are most favorable for you. Delivery when you want it, now or later. Amundson Sphagnum moss in wired balls is produced particularly for nursery uses and is guaranteed by us to be satisfactory in every way.

Prices and information at your request.

**The A. J. Amundson Co.**

Lock Box 2

**CITY POINT, WISCONSIN**



**T. S. HUBBARD CO., Fredonia, N. Y.**

Growers of Grape Vines and Small Fruit Plants  
For Garden and Vineyard Planting

Established 1866

Send for Catalogue

## Vincennes Nurseries

**W. C. Reed & Son, Prop., Vincennes, Ind.**

We are pleased to offer the following for Fall 1921.

- Cherry, One Year,  $1\frac{1}{16}$  up.
  - Cherry, One Year,  $\frac{7}{16}$  to  $\frac{9}{16}$ .
  - Cherry, One Year,  $\frac{9}{16}$  to  $1\frac{1}{16}$ .
  - Sweet Cherry, One Year, 5 to 7 feet.
  - Sweet Cherry, One Year, 4 to 5 feet.
  - Sweet Cherry, One Year, 3 to 4 feet.
  - Japan Plum, One Year, all grades in Plum and Peach Roots.
  - European Plum, One Year, on Plum Roots.
  - Hansen Hybrid Plum, One Year, on Americana Roots.
  - Apricots, One Year, all grades.
  - Peach, One Year, leading varieties.
  - Pear Std., One and Two Year, all grades, mostly Keiffer and Garber.
  - Apple, 2 Year, also One Year Cut Backs, leading kinds.
- We have no 2 year Cherry to offer but our One Year promise to be extra fine and will certainly please your Trade.

## For FUMIGATION With HYDROCYANIC ACID GAS "CYANEGG"

Sodium Cyanide in egg shape, each egg weighs as near one ounce as possible. Destroys scale insects on Fruit Trees, Nursery Stock, Plants under glass and in Greenhouses.

Manufactured in U. S. A. by

**The Roessler & Hasslacher Chemical Co.**

709-717 Sixth Avenue - - New York, N. Y.

## NATURAL PEACH PITS 1921 Crop

Now ready for Shipment.

Tell me how many you want.

I will quote by return mail.

**THOMAS J. LANE,**  
**Seeds**

**Dresher**

-

-

-

**Penna.**



realize the damage that is caused to the cell tissue of the plant.

Exposed trees very often show in their growth the direction of the prevailing winds by being stunted and deformed. There are so many obvious reasons to prove that the wind has a detrimental effect on plant life, yet from a horticultural point of view it does not seem to the writer as if full consideration has been given to the minor effects which perhaps are not discernable with the small individual plant but might look very large when applied to the raising of nursery stock. Is the subject worth consideration by the nurserymen or plantmen? Practice specially has taught him to plant firmly also to avoid exposed and wind swept locations for his choice stock but it may be that it would be worth while to realize that all motion caused by the wind should be avoided. It perhaps would pay to stake evergreens and otherwise protect any or all plants from motion as far as possible.

Independence, Kansas.  
Sept. 14, 1921.

Editor National Nurseryman,  
Hatboro, Penna.

Dear Sir:

In traveling through the country I am surprised at the great number of open wells and wells with only a trap-door or loose cover which are a constant source of great danger to the lives of the children on these farms. As I believe that this is partly due to thoughtlessness on the part of these farmers, would it not be well for you to publish a warning in your paper occasionally against this dangerous condition, as many children lose their lives from this cause.

Please give this matter your thoughtful consideration and accept kindly these suggestions, I am

Yours truly,

A. L. POTTER.



*The accompanying half tone shows a very fine stand of Concord grapes. The cuttings were lined out in the middle of May and the photograph taken August 25. At that date some of the vines had made growth three to four feet. Although the rows are four feet apart the picture shows the tops completely covering the ground.*

*There are two hundred thousand plants in the block: These plants were grown on the nurseries of Pennsylvania Nursery Co., Girard, Penna.*

#### A CORRECTION

In the contribution to the National Nurseryman by Theodore Foulk, Bloodgood Nurseries, Flushing, N. Y., printed under the heading—A Narrative of Experience—printed in our last issue, we made two inexcusable blunders.

The eighth line on page 228 should be eliminated entirely and the last line should read feet instead of inches as printed.

#### PETER YOUNGERS

"Pete Youngers is dead." This announcement made a few days ago, was a great shock to his legion of friends

in the Nursery fraternity.

No man, whose name has occupied a place on the Membership roll of the American Association of Nurserymen, was more popular, or more unanimously esteemed and loved than was Peter Youngers.

He was a most likeable man; affable and jolly in his disposition, always meeting his associates with a smile, or a cheery laugh.

Optimistic and hopeful; always seeing the brighter side of a situation, yet direct and sincere in his speech and one of wise counsel.

A man whose word was accepted at its face by all who knew him, of undisputed integrity and veracity. One who could be trusted to the limit in all things.

He was for many years Treasurer of the American As-



## THOROUGHLY MATURED, AMERICAN GROWN SEEDLINGS.

We have the location, soil and climate necessary to produce first class, THOROUGHLY MATURED seedlings.

Our crisp, dry fall weather, with no rains to keep up growth, enables us to mature all stock perfectly.

Our location on the Yakima Indian Reservation, far removed from old orchards and forests where our leases are changed every few years, keeps our soil free from pest and disease.

*We can still supply*    **FRENCH PEAR**  
**APPLE SEEDLINGS**    **MYROBOLAN**  
**JAPAN PEAR**        **MAZZARD**

*We guarantee to please you with our stock, grade and pack.*

**WASHINGTON NURSERY COMPANY, Toppenish, Washington**

### Small Fruit Plants for the Trade

Eldorado and Blower Blackberry, Cumberland, Kansas, Plum Farmer, Gregg, Haymaker, Cardinal, St. Regis, King and Cuthbert Raspberries.

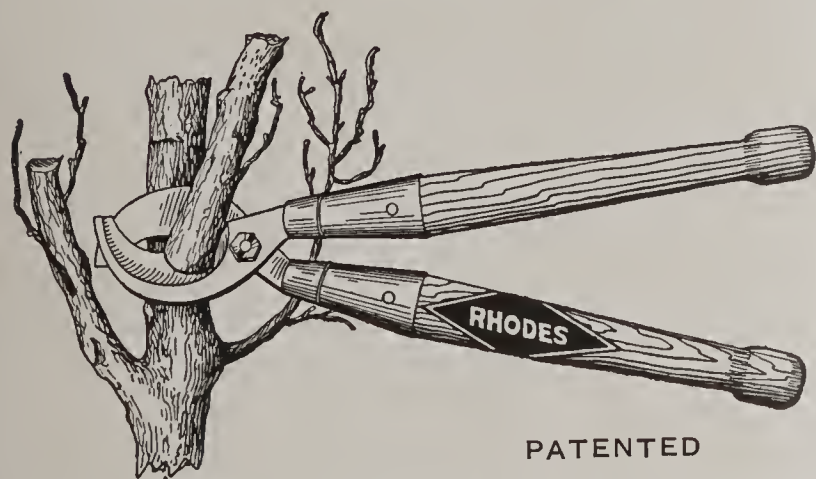
**P. D. BERRY & SONS**

159 Haller St.,

Dayton, Ohio.

### RHODES    DOUBLE PRUNING    .. CUT .. SHEARS

In Use Throughout the World



The finest cutting and best made pruner on the market and the only one that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes.

They are advertised in all the leading journals throughout the country and will prove a profitable line for you to handle. All goods delivered.

Send for circular and trade discounts.

**Rhodes Mfg. Co.,** 350 S. Division Avenue,  
Grand Rapids, Mich.

### RICE BROTHERS CO. Geneva, N. Y.

A		Fruit trees
General	on	Ornamental trees
Surplus		Shrubs and Roses

Write for prices.

### HARDY PERENNIAL FLOWER PLANTS

Anchusa, Bellis Daisy, Gaillardia, Canterbury Bells, Hollyhock, Digitalis, Gypsophila, Shasta Daisy, Sweet William, Alyssum, Aquilegia, Bocconia, Centaurea, Coreopsis, Delphinium, Hibiscus, Poppy, Lupinus, Lobelia, Rudbeckia, Pyrethrum, Achillea. Also Pansy and Snapdragon. Strong field grown plants.

### BERRY PLANTS

STRAWBERRY PLANTS, Pot-grown and layer. Leading Standard and Everbearing varieties.

RASPBERRY, BLACKBERRY, DEWBERRY, GOOSEBERRY, CURRANT, GRAPE PLANTS, leading varieties.

### GRAPE VINES—1 yr.

Concord, Catawba, Niagara, Delaware, Worden, and Diamond.

### ASPARAGUS, RHUBARB, HORSERADISH, WITLOOF CHICORY ROOTS

**HARRY F. SQUIRES,**

GOOD GROUND, NEW YORK

All the above ready for shipment now. Wholesale trade price list free.



sociation of Nurserymen and at the time of his death filled a similar position for the Protective Association.

He occupied for many years positions of honor and trust in the officary of the state government of Nebraska, of which State he was a pioneer citizen.

Truly a "Prince has fallen" and the sympathy of his legion of friends among the nurserymen, goes out to the bereaved companion and family. "Peace to his Ashes."

J. W. H.

Des Moines, Iowa.

Sept. 9th, 1921.

The Thomas B. Meehan Company, Dresher, Pa., has just completed a large addition to its storage cellar.

The new addition is of hollow tile construction and has a capacity of 13 ear loads.

The fine collection of photographs of horticultural subjects for illustrating nurserymen's catalogues and horticultural papers, owned by Nathan R. Graves Co. have been disposed of to A. B. Morse Co., St. Joseph, Mich. and to the A. T. Delamare Co., Inc., 438-448 West 37th St., New York City, each of whom will have access to the entire stock of negatives.

#### ANNOUNCEMENT

Mr. Ernest F. Coe is retiring from the Elm City Nursery Company, and will devote his time, in the future, to landscape-work. His office after October 15th will be 951 Forest Road, New Haven, Connecticut.

The Elm City Nursery Company's Landscape Department is in no way influenced by Mr. Coe's retirement.

The Summer Meeting of the New York State Nurserymen's Association, was held at Geneva, N. Y., on September 10, 1921. About 50 being in attendance.

The location selected (on the shores of Seneca Lake) was ideal, and the weather perfect.

There was a ball game, after which, the members partook of lunch.

The business meeting was held in the open air. Practical talks were given by Dr. Geo. G. Atwood, of the New York State Department of Agriculture; Mr. J. M. Pitkin, Mr. Charles O. Warner, and Mr. John H. Dayton.

Dinner was served at 6 P. M., in a beautiful grove on the shore of the lake.

Altogether a most enjoyable and instructive occasion.

#### APPLES STEADILY INCREASING IN PRICE...

The steady increase in the price of apples should be a good inducement for an increased planting of apple trees.

Nursery salesmen should not fail to point out this fact to prospective customers and it should be advertised to the limit.

All the signs point to a shortage of apples for years to come.

Increased population, Prohibition, Foreign demand, A falling off in the number of trees planted during the last

few years are all causes that will help to insure a market at good prices for years to come.

The Monthly Crop Reporter shows a steady advance in the price of apples since 1913.

#### AVERAGE PRICES RECEIVED BY PRODUCERS OF THE UNITED STATES.

Prices of articles quoted below as 1st of month are averages of reports of county crop reporters, weighted according to relative importance of county and State; 15th of month prices are averages of returns from a list of about 7,000 county buyers; State averages are weighted according to their relative importance to obtain the United States averages.

Date.	Apples per bushel in cents.
1913, Sept. 1 .....	75.8
1914, Sept. 1 .....	65.1
1915, Sept. 1 .....	59.9
1916, Sept. 1 .....	77.7
1917, Sept. 1 .....	107.8
1918, Sept. 1 .....	123.7
	162.0
1919, Sept. 1 .....	137.4
1920, Sept. 1 .....	132.8
Oct. 1 .....	132.8
Nov. 1 .....	130.0
Dec. 1 .....	113.1
1921, Jan. 1 .....	118.6
Feb. 1 .....	128.4
Mar. 1 .....	130.5
Apr. 1 .....	134.4
May 1 .....	142.2
June 1 .....	169.2
July 1 .....	170.0
Aug. 1 .....	171.2
Sept. 1 .....	163.6

#### PLANTS ON THE HIMALAYAN MOUNTAINS

Thirty years ago the writer recalls the lecturer on Geographical Botany at Kew Gardens made the statement to the effect that the flora of the world was pretty well known. He did however make the exception of China and Central Asia and said "if any startling discoveries were made in the plant world they would be in this region."

Since then many new plants have been introduced from the Orient and we are now getting reports from that unexplored region of Northern India and Tibet.

It is very evident from the reports received from the Mount Everest Expedition and published in the Philadelphia Public Ledger the botanical features of the country are being carefully noted and recorded by capable plantmen.

This country lying as it does in about the same degree of latitude as Tampa, Florida, with its mountain ranges reaching to the height of perpetual snows, must contain the most varied flora in the world.

Those who are at all familiar with the wonderful Himalayan Rhododendrons and those plants that have already been brought from Northern India will be looking forward with acute interest for further reports from this unknown floral treasure house.

It will be seen by the plants mentioned in the cable despatches that they are of the kinds that may be expect-



# DO NOT FORGET!!! RAFFIA

The cheapest and best material for Budding and Tying is RAFFIA. We can ship promptly. Standard Brands:- RED STAR, X. X. SUPERIOR, A. A. WESTCOAST.

Write for prices.

THOMAS B. MEEHAN CO., Dresher, Penna.

## FRANKLIN DAVIS NURSERIES, Inc.

404 W. Baltimore Street - Baltimore, Maryland

OFFER the following high grade stock for FALL 1921 and SPRING 1922.

APPLES, 2 and 3 year PEACH, 1 year  
PLUMS, 1 and 2 year GRAPES, 1 and 2 year  
SHADE and ORNAMENTAL TREES in all grades

Write us for special prices on large sizes Oriental Planes, Norway Maples, Red, Willow and Pin Oaks.

EVERGREENS: In assortment.

BARBERRY THUNBERGII: FLOWERING SHRUBS.

ASPARAGUS, 1 year old.

CALIFORNIA PRIVET, 1 year old, especially fine. Can offer in carload lots. Samples sent on request. WRITE FOR PRICES.

SEND US YOUR TRADE AND WANT LISTS

PEARS, Standard and Dwarf.

RASPBERRIES, Plum Farmer, transplanted.

NORWAY and SUGAR MAPLE, Sizes 1½ to 2½ in.

SUGAR MAPLE, 5 to 7 feet, once transplanted, for lining out.

EUROPEAN SYCAMORE—Several fine blocks.

PIN OAK and RED OAK—Sizes 6 to 12 feet.



## EVERGREENS

RETINOSPORA Picifera Aurea, Plumosa and Squarrosa. Sizes up to four feet.

NORWAY SPRUCE—Sizes up to 6 feet.

AMERICAN ARBOR VITAE—Fine block 3 to 5 ft.

*Good supply of many leading varieties of shrubs.*

W. B. COLE

Painesville, - - - Ohio.

## CURRANTS

FAY - WILDER - PERFECTION,  
2 yr. and 1 yr.

Barnes Nursery & Orchard Co.  
Wallingford, Conn.

Rose Stock of Manetti cuttings  
Canina cuttings and seedlings  
Multiflora Japonica (cuttings and seedlings)  
Multiflora (Seven Sisters) cuttings  
Rugosa cuttings  
Rugosa stems 5-6 and 6-7 feet  
for standard and weeping roses

Quince cuttings 5-8, 7-12 m m

Pear Seedlings 3-5, 5-8, 7-12 m m

Apple seedlings 3-5, 5-8, 7-12

Apple transplanted 5-8, 7-12, 10-15 m m

Morello Cherry 5-8, 7-12, 10-15 m m

Mahaleb 5-7, 7-12 m m

Myrabolan 3-8, 5-7, 6-10 m m

St. Julien 3-8, 5-7, 7-12 m m

Azalea Ponticum stock } for grafting

Rhododendron Ponticum stock } purposes

Blue Spruces, Azaleas, Rhododendrons, 1 and 2 yr. } Under

grafted for lining out } Special

And other young stock } Permit

All stock is free of disease and pest

KROMHOUT & CO. - BOSKOOP, HOLLAND

Telegraphic Address, Kromhout Co., Boskoop

## PEACH TREES

Estimated Surplus on which Special Prices will be quoted.

Please submit your list of needs.

Variety	4-5 ft.	3-4 ft.	2-3 ft.	Variety	4-5 ft.	3-4 ft.	2-3 ft.
Mayflower	1200	1800		Elberta	5500		
Victor	200	400		Lt. Crawford	150	250	550
Yel. Swan	1150	1300	700	Matthews	300	400	900
Greensboro	700	1000		Greenville C.	350	250	550
Carman	2400	1800	1200	Heath C.	600	500	900
Hiley	350	250	450	Salway	850	500	1000
Slappey	400	800		Wonderful	300	300	500
Champion	300	400	800	Levy Lt.	150	150	350
Belle Ga.	3600			Stinson	800	700	1300
Chinese C.	750	600	1300	Bilyeu	600	300	500

PEACH PITS: Enough in sight to fill our present orders, and believe we could furnish a few hundred bushels additionally if ordered promptly.

The Howard -- Hickory Co.  
Hickory - - - N. C.

# LABELS FOR NURSERYMEN

THE BENJAMIN CHASE CO.

DERRY, N. H.

When writing to Advertisers please mention the National Nurseryman.



ed to thrive in the temperate climates due to the altitude at which they are growing.

At altitudes of 12,000 to 16,000 feet were seen a forest of birches, a wonderful forest of juniper trees, many of the trees have perfectly straight trunks branchless for 40 to 50 feet with a circumference of 18 to 20 feet. Festoons of long grey lichens hung from every tree, and every branch was covered with moss and ferns showing the dampness and humidity of the climate.

Currants were found of great size, sour but excellent stewed. These sound promising as an addition to our gardens. Silver firs are mentioned of immense size with trunks from 20 to 25 feet in circumference forming magnificent forests.

\*\*\*\*\*  
 Headquarters for Ampelopsis Veitchi, 1 year; Clematis Virginiana, 2 years; Paniculata, 1 year, ready spring 1922; Wistaria Chinensis, purple; Venusta alba, strong, 1 year; Ailanthus Vilmorin (new from Thibet); Desmodium Cinerascens (new); Deutzia Vilmorin, new large white; Sophora Vicifolia, new for flowering Hedges; Weigelia Rosea e. f. c. Biota Orientalis; Orr. Compacta; Orr. Pyraminice, 1 year, bushy; Hardy Perennial seedlings delivered at reasonable prices.  
 J. DVORAK, NURSERYMAN, Hempstead, L. I., N. Y.  
 \*\*\*\*\*

**ROSES** Budded Stock Only  
 H. P. Field Grown  
 Trade Wants Solicited  
**Carol Plantation Nurseries - Theodore, Ala.**

**LUCRETIA DEWBERRY**  
 Cuttings and Transplants  
**RASPBERRY, BLACKBERRY PLANTS**  
 In Assortment

**HATHAWAY'S BERRY PLANT NURSERY,**  
 MADISON, OHIO.

**For Perennials, Gladiolus, Dahlias and Cannas**

Write  
**WELLER NURSERIES CO.**

Perennial Specialists,  
 HOLLAND - - - MICHIGAN

10,000 BARBERRY THUNBERGI, 2 to 3 feet  
 40,000 SPIREA Von HOUTTI, 3 to 4 feet, Bushy

Offered to the trade in large quantity by  
**BEAUDRY'S NURSERY COMPANY,**  
 Rural Route, Oaklawn, Cook County, Ill.



**PEACH SEED, 1921 Crop**

Choice, Prices very reasonable

*Prices and samples sent on request.*

**ALPHA NURSERY, Alpha, Ills.**

Mention is made of the wonderful variety of wild flowers and although late in the season a white potentilla with a crimson center, a beautiful cream colored prunella with an orange center and curious blue white gentians were still blooming.

#### HOW WE MAKE MONEY ON PEONIES

is outlined in our magazine, Florists' Problems. A copy with trade list is yours, for the asking.

The profits are to be had if you go after them. The demand is increasing. Quarantine 37 has made a shortage which American growers must supply. Now is the time to prepare for the future. Every year's delay is a year's profit lost. Write right now.

**SARCOXIE NURSERIES PEONY FIELDS,**  
**WILD BROS. NURSERY CO.,** Sarcoxie, Mo.

## WANTED

**SALESMAN WANTED**—A high class traveling salesman wanted for nursery stock. One who can reach the best trade, and who is thoroughly familiar with trees and plants, and has some knowledge of landscape work and etc. Will pay a good salary to any one who is successful. Answer with reference from two or three responsible parties and with full particulars as to experience.

**H. G., National Nurseryman, Hatboro, Pa.**

**WANTED**, December delivery, Ten Thousand Peony divisions, 2 to 3 eye, mailing size, in 4 separate colors, not named. Equal quantities pure white, flesh pink, rose, and dark red. Also 2,000 Eduli's Superba.

**THE TEMPLIN-CROCKETT-BRADLEY CO.,** Cleveland, O.

**WANTED**—Salesman who understands landscaping. We have a 45 acre ornamental nursery located in the heart of Lincoln. Our growing department is firstclass but have no sales organization. Want to connect with the right sort of a man who can take charge of the sales organization. Address **WOODS BROS. NURSERIES, Lincoln, Nebr.**

**WANTED**—Practical Nurseryman and Landscape Gardener as working foreman. Good opportunity for advancement. Retail trade in residential section near New York City. Address **HEATHCOTE NURSERIES, Mount Vernon, N. Y.**

**WANTED**—A Car of Hemlock in assorted sizes, 2-5 feet, and other good evergreens in variety. Also lining out sizes of evergreens and deciduous shrubs. Please quote.

We offer a few hundred bushels of Tennessee peach seed. Also a surplus of good shade trees.

**H. F. HILLENMEYER & SONS**  
**LEXINGTON, Ky.**

ESTABLISHED 1893

**THE NATIONAL NURSERYMAN**

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock. Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.50 per year in advance. FOREIGN SUBSCRIPTIONS \$2.00 per year in advance.

Advertising Rates on Application

**THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated**

Subscribers to "Nurserymen's Fund for Market Development."

Hatboro, Penna.



# Retinosporus Pisifera, Squarosa Veitchii

Per 100 and per 1000

**AUDUBON Nursery, H. Verzaal, Prop., P.O. Box 275, Wilmington, N. C.**

## YOUR CATALOGUE

"Ready Made" Nursery, Seed and Fall Bulb Catalogues, with your name and address on the front cover. Beautifully illustrated with natural colors on cover pages. We keep them in stock for prompt shipment. Ask for sample. They will greatly increase your sales—and they don't cost much.

**CAMPBELL PRINTING COMPANY**  
917 Walnut Street, Des Moines, Iowa.

## PRINTING

Catalogues  
Stationery  
Business Forms



The Robinson  
Publishing Co.  
Hatboro, Pa.

Specialists in Nursery Printing

Ask for Prices. We are the printers of this Magazine

We have PEACH, PEAR, PLUM, PECANS, JAPAN PERSIMMON AND MULBERRY to offer, also one and two-year APPLE.

Write us if in need of stock.

COMMERCIAL NURSERY CO. - Decherd, Tenn.

## AMERICAN PLUM SEEDLINGS

If interested write us for prices.

**GURNEY SEED & NURSERY CO.**

Yankton, S. Dakota

## GRAPE VINES and CURRANTS

In Assortment

3 yr. No. 1      2 yr. No. 1      and 1 yr. No. 1  
Early or late fall delivery.      Send list for prices.

**R. B. GRIFFITH, Fredonia, N. Y.**

## SPECIMEN SHRUBS and EVERGREENS

Largest stock of large Evergreens and Shrubs in this country. Also Herbaceous Plants and small Evergreens and Shrubs for transplanting.

**The Elizabeth Nursery Company**

ELIZABETH, N. J.

## PEACH SEED

WE HAVE THEM  
ORDER QUICK

Before they are gone

SMITH BROS. - CONCORD, GA.

## CALIFORNIA PRIVET

ASPARAGUS  
RHUBARB

CUMB. RASPBERRY  
SNYDER B. B. R. C.

well rooted vigorous plants

Peach in Asst. Shade trees in grades. Prices right

**THE WESTMINSTER NURSERY**  
WESTMINSTER, MD.

## CHARLES DETRICHE & SON

ANGERS, FRANCE

Growers and Exporters of Fruit Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs and Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address

**JACKSON AND PERKINS COMPANY,**

(Sole Agents)

NEWARK - - NEW YORK

## If you are in need of any of these

Write for prices and samples

DAPHNE CNEORUM, 2 and 3 years

CLEMATIS PANICULATA, 1 year Transplanted

BARBERRY THUNBERGII, Seedlings

PHLOX, Fine Collection, Field grown

AMPELOPSIS QUINQUEFOLIA, 2 years

AMPELOPSIS ENGLEMANII, 2 years

**J. W. ADAMS NURSERY CO.**

Springfield, Mass.

\*\*\*\*\*  
★ STRAWBERRY PLANTS, STANDARD and EVERBEARING ★  
★ LUCRETIA DEWBERRY, all tip plants. ★  
★ ASPARAGUS, 1 year old roots. ★  
★ My quality and prices justify a part of Your Patronage. ★  
★ Let us talk it over. ★  
★ V. R. ALLEN ★  
★ SEAFORD, DELAWARE. ★  
\*\*\*\*\*

## Ampelopsis Veitchi (Boston Ivy)

The largest stock in existence, 1, 2 and 3 year. Transplanted, well graded plants that will please. Special rates on large quantities. Satisfaction guaranteed. Order soon.

CHAS. BLACK, Hightstown, N. J.

## LANDSCAPE PHOTOGRAPHS

For Nurserymen and Landscapemen. Our views are the proper thing to show your prospective customer.

Our views are doing wonders for many of the Nursery Firms. Send now for free circular of plates.

**B. F. CONIGISKY**

416 N. JEFFERSON AVE., PEORIA, ILL.

## EVERBEARING STRAWBERRY PLANTS

If you need Everbearing strawberry plants to fill spring orders or if you wish to increase your planting in nurseries, we can supply you with genuine PROGRESSIVE Everbearing plants, guaranteed to be TRUE TO NAME and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties growing in our experimental grounds that are not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out.

**THE GARDNER NURSERY CO., Drawer 103, Osage, Iowa.**



# Bobbink & Atkins

Nurserymen and Florists

Subscribers to "Nurserymen's Fund for Market Development."

## RUTHERFORD, NEW JERSEY

Palms and Greenhouse Stock, Roses, Evergreens  
Trees and Perennials. Bay Trees, Boxwood, Rhododendrons,  
Andromedas, Ericas and Azaleas.

Send us your want list.

Inspect our stock.

### PEACH SEED

Prices on request.

Prompt shipment.

Supply Limited.

Screened or Unscreened.

**J. Van Lindley Nursery Co.**

Pomona, N. C.

## The Gardeners' Chronicle

(Established 1841)

The BEST and OLDEST horticultural paper in  
England. Price 6½d per week.

Send for free copy and subscription rates to:—

**The Publishers, 41 Wellington St.**

W. C. 2, London, England

### ALL "AMERICAN NURSERYMEN"

Wishing to do business with Europe should send for the

### "Horticultural Advertiser"

This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, \$1.00. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

HORTICULTURAL ADVERTISER, Ltd.

Lowdham, Notts, England

## HORTICULTURE

A WIDE-AWAKE PAPER FOR

NURSERYMEN, FLORISTS AND GARDENERS

Contains special features not found in any other trade journal.

Issued twice a month.

Price, \$1.00 a year.

**Horticulture Publishing Company**

739 Boylston St., Boston.

## SCARFF'S NURSERY

Headquarters for

### Small Fruit Plants

and LINING OUT STOCK

1400 Acres "At it 25 Years"

We offer for fall 1921 a good assortment of the following stock and will be pleased to submit prices on your want list.

Strawberries

Raspberries

Blackberries

Dewberries

Currants

Rhubarb

Grape Vines

Iris

Privet

Spirea

Volga Poplar

Horseradish

Hardwood Cuttings

Barberry Seedlings

Calycanthus Seedlings

Althea Seedlings

Asparagus

Gooseberry Layers

See wholesale list before placing your order.

W. N. SCARFF & SONS

NEW CARLISLE

OHIO

A Fine Stock of

### Norway Maple, Silver Maple, European Sycamore

and other Ornamental Trees in All Sizes

A beautiful lot of CUT LEAF BIRCH 8-10 ft. and 10-12 ft.

Hardy Shrubs of all kinds

Also a limited supply of Fruit Trees and Small Fruit Plants.

**T. B. WEST**

Maple Bend Nursery

Perry, Ohio

## Champion Nurseries, Perry, Ohio

Offer the following stock:

Peach, Pear, Plum and Cherry

Grape vines and small fruit plants

Shade and Ornamental Trees

Shrubs, Vines, Peonies, etc.

**H. J. Champion & Son, Perry, Ohio**

Native Broad-leaved

### EVERGREENS

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous Plants of the Blue Ridge Mountains, including: *Kalmias*, *Rhododendrons*, *Leiophyllums*, *Andromedas*, *Tsugas*, *Azaleas*, *Corylus*, *Oxydendron*, *Zanthorhiza*, *Ampelopsis*, *Lonicera*, *Shortia*, *Iris*, *Liliums Stenanthium*.

Approximately 500 species

Collections to Order in Carlots a Specialty  
Correspondence from large planters solicited.

ASK FOR PRICE LIST

**E. C. ROBBINS, PINEOLA,**

Avery County

North Carolina

### TREES

Largest assortment in New England. Evergreens, deciduous trees, both common and rarer varieties. Sturdy, choice stock that can be depended upon. Send for catalog and special trade prices.

**The Bay State Nurseries**

North Abington  
Mass.

### SHRUBS

This New England soil and climate produce fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists let us est.



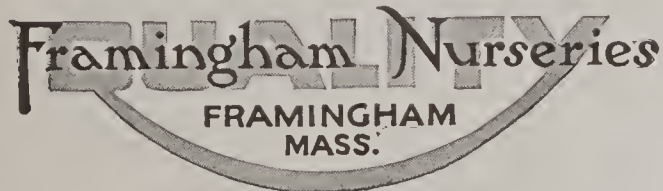
# FRAMINGHAM QUALITY NURSERY STOCK

for

## YOUR RETAIL TRADE

We grow the grade of evergreens, trees, shrubs and vines that will bring repeat orders from your customers.

Now is the time to prepare for Spring business. Make us a visit. Inspect our stock and reserve what you require for Spring shipment.



# NURSERY BANDS

Manufacturers of

## STEEL BOX STRAPPING

FOR

## NURSERY PURPOSES

AN ESSENTIAL TO FINISH YOUR JOB  
AT A NEGLIGIBLE PRICE.

STANDARD SIZES USED BY NINETY  
PERCENT OF THE NURSERY TRADE ARE  
8 in. X 1 in. AND 12 in. X 1 in.

ANY SIZE CAN BE FURNISHED

WRITE FOR PARTICULARS

## American Steel Band Co.,

888 Progress Street,

PITTSBURGH, PA.

## Raspberry, Blackberry

### and other Small Fruit Plants

in large supply

Special prices for fall shipment

*J. T. LOVETT, Little Silver, N. J.*

## "Getting Back to Normalcy"

For Fall we will be able to supply our customers with the varied line of Trees, Shrubs, and Herbaceous Plants that they will need.

Fall Price List ready in September.

## Thomas B. Meehan Co.

Wholesale Nurserymen  
Dresher, Penna.

## HILL'S EVERGREENS

Since 1855

For Fall 1921 and Spring 1922 delivery we have a large stock of choice and rare varieties of Evergreens for nursery planting. We also have a good supply of Deciduous Trees and Shrub stock for lining out. Careful packing given special attention. Trade List for Nurserymen only is now ready.

## The D. Hill Nursery Co., INC.

Evergreen Specialist---Largest Growers in America  
Box 401. Dundee, Illinois.

## Peonies A SPECIALTY

The cream of 1200 sorts

Some extra new ones

THE WORLD'S BEST!

Eighteen Acres

Write for our List

Cannas, Dahlias and Gladioli

## C. BETSCHER, Dover, O., U. S. A.



## FRUIT TREES

### PEACHES—1-year budded

25000 Elberta  
20000 Carman  
10000 Hiley  
5000 Ray  
20000 Belle of Georgia  
5000 J. H. Hale  
5000 Mamie Ross

### CHERRIES—2-year budded

1000 Early Richmond  
1000 Montmorency

### APPLES—2-year

1000 Yellow Transparent  
1000 William's Early Red  
5000 Delicious  
5000 McIntosh

20000 Stayman

2000 Paragon  
2000 Rome Beauty  
5000 Gano  
1000 Winesap  
500 R. I. Greening

### KIEFFER PEAR

5000 2-year budded

## FLOWERING SHRUBS

850 Coral Berry  
500 Dogwood, Red-twigg'd  
1000 Deutzia crenata  
1000 Deutzia, Pride of Rochester

1000 Deutzia, Double White  
400 Mock Orange, Common  
200 Rose of Sharon, Assorted Colors  
200 Sweet-scented Shrub

1000 Spiraea Van Houttei  
300 Spirea, Anthony Waterer  
100 Weigela amabilis alba  
500 Weigela rosea

## SHADE TREES

5000 Maple, Norway,  
10 to 12 ft., 1½ to 1¾ in.  
8000 Maple, Norway,  
12 to 14 ft., 1¾ to 2 in.  
7500 Maple, Norway,  
14 to 16 ft., 2 to 2½ in.  
9000 Maple, Norway.....2½ to 3 in.  
5000 Maple, Norway.....3 to 3½ in.  
2000 Maple, Norway.....3½ to 4 in.  
400 Maple, Norway.....4 in.  
100 Oak, Pin.....5 to 6 ft.

1000 Oak, Pin.....6 to 7 ft.  
1000 Oak, Pin.....7 to 8 ft.  
500 Oak, Pin.....8 to 10 ft.  
100 Oak, Pin.....10 to 12 ft.  
6000 Plane, Oriental  
8 to 10 ft., 1¼ in.  
7000 Plane, Oriental  
10 to 12 ft., 1½ in.  
8000 Plane, Oriental  
12 to 14 ft., 1¾ in.  
5000 Plane, Oriental  
14 to 16 ft., 2 in.

3500 Plane, Oriental.....2½ in.  
3500 Plane, Oriental.....3 in.  
500 Poplar, Carolina.....6 to 8 ft.  
1500 Poplar, Carolina.....8 to 10 ft.  
1500 Poplar, Carolina.....10 to 12 ft.  
400 Poplar, Lombardy.....6 to 8 ft.  
1500 Poplar, Lombardy.....8 to 10 ft.  
1500 Poplar, Lombardy...10 to 12 ft.  
1000 Walnut, Black.....5 to 6 ft.  
1000 Walnut, Black.....6 to 7 ft.

## SPECIMEN EVERGREENS

15 Fir, Cephalonian.....10 ft.  
20 Fir, Cephalonian.....9 ft.  
50 Fir, Cephalonian.....8 ft.  
150 Fir, Cephalonian.....6 ft.  
300 Fir, Nordmann's.....6 ft.  
300 Fir, Nordmann's.....5 ft.  
300 Fir, Nordmann's.....4 ft.  
300 Canadian Hemlock.....6 ft.  
400 Canadian Hemlock.....5 ft.  
300 Canadian Hemlock.....4 ft.  
500 Canadian Hemlock.....3 ft.  
100 Juniper, Schott's.....6 ft.  
50 Retinospora,  
Golden Pea-fruited.....8 ft.  
50 Retinospora,  
Golden Pea-fruited.....7½ ft.  
100 Retinospora,  
Golden Pea-fruited.....7 ft.  
100 Retinospora,  
Golden Pea-fruited.....6 ft.  
200 Retinospora,  
Japanese Pea-fruited...6 ft.  
200 Retinospora,  
Japanese Pea-fruited...5½ ft.  
300 Retinospora,  
Japanese Pea-fruited...5 ft.  
300 Retinospora,  
Japanese Pea-fruited...4½ ft.  
50 Retinospora,  
Japanese Graceful.....7 ft.  
50 Retinospora,  
Japanese Graceful.....6 ft.  
300 Retinospora,  
Japanese Plumelike.....6 ft.

400 Retinospora,  
Japanese Plumelike.....5½ ft.  
300 Retinospora,  
Japanese Plumelike.....5 ft.  
300 Retinospora,  
Japanese Plumelike.....4½ ft.  
300 Retinospora, Japanese  
Golden Plumelike.....8 ft.  
300 Retinospora, Japanese  
Golden Plumelike.....7½ ft.  
400 Retinospora, Japanese  
Golden Plumelike.....7 ft.  
300 Retinospora, Japanese  
Golden Plumelike.....6½ ft.  
400 Retinospora Obtusa.....6 ft.  
300 Retinospora Obtusa.....5½ ft.  
300 Retinospora Obtusa.....5 ft.  
300 Retinospora Obtusa.....4½ ft.  
300 Retinospora,  
Veitch's Japanese.....8 ft.  
300 Retinospora,  
Veitch's Japanese.....7½ ft.  
300 Retinospora,  
Veitch's Japanese.....7 ft.  
300 Retinospora,  
Veitch's Japanese.....6½ ft.  
150 Pine, Austrian.....5 ft.  
250 Pine, Austrian.....4 ft.  
300 Pine, Austrian.....3 ft.  
20 Pine, Scotch.....8 ft.  
20 Pine, Scotch.....7 ft.  
50 Pine, White.....4 ft.  
150 Pine, White.....3½ ft.

500 Spruce, Norway.....12 ft.  
600 Spruce, Norway.....10 ft.  
1200 Spruce, Norway.....9 ft.  
2000 Spruce, Norway.....8 ft.  
2000 Spruce, Norway.....7 ft.  
1200 Spruce, Norway.....6 ft.  
75 Spruce, White.....12 ft.  
75 Spruce, White.....10 ft.  
50 Spruce, Oriental.....5 ft.  
50 Spruce, Oriental.....4 ft.  
8 Spruce, Douglas.....8 ft.  
100 Spruce, Douglas.....7 ft.  
100 Spruce, Douglas.....6 ft.  
300 Arborvitae, American...10 ft.  
600 Arborvitae, American...9 ft.  
900 Arborvitae, American...8½ ft.  
1800 Arborvitae, American...8 ft.  
1600 Arborvitae, American...7½ ft.  
1800 Arborvitae, American...7 ft.  
900 Arborvitae, American...6 ft.  
1000 Arborvitae, Chinese...9 ft.  
1000 Arborvitae, Chinese...8 ft.  
1500 Arborvitae, Chinese...7 ft.  
1000 Arborvitae, Chinese...6 ft.  
25 Arborvitae, Fernlike....8 ft.  
25 Arborvitae, Fernlike....7 ft.  
50 Cedar, Blue Virginia...8 ft.  
25 Cedar, Blue Virginia...7 ft.  
10 Cedar, Indian.....15 ft.  
20 Cedar, Indian.....12 ft.  
100 Cedar, Red.....8 ft.  
200 Cedar, Red.....7½ ft.

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland





# THE NATIONAL NURSERYMAN



NOVEMBER 1921

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**

Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## Strawberry Plants Everbearing and Standard

From November 1 to May 1

We can supply you healthy true-to-name, well-rooted plants. Fresh dug every day. Can ship to you or direct to your customers. Let us handle your Strawberry plant business this year. Our plants please our customers. They will please yours. Write for trade prices.

**The W. F. Allen Company**

Strawberry Specialists,

Salisbury,

Maryland

## Mount Arbor Nurseries,

—30 Years at Shenandoah—

Large acreage.—Large assortment.

We pride ourselves in having old and experienced help. Our grading and method of handling our stock will suit you.

We have a fine assortment of Fruit Trees, Small Fruits, Shade and Ornamental Trees, Ornamental Shrubs, Vines, Roses, Evergreens, and Forest Tree Seedlings.

AND REMEMBER, we have a fine lot of Fruit Tree Stocks this year—

American Grown Apple and Japan Pear  
French Grown—Apple, Mahaleb, Mazzard  
Myrobolan, Pear, Quince, Rose Stocks  
Manetti and Multiflora

We can offer French Stock for direct shipment  
SHENANDOAH or FRANCE

LET US QUOTE ON YOUR WANTS

## MOUNT ARBOR NURSERIES

E. S. WELCH, Pres.

SHENANDOAH, IOWA.

## STOP! LOOK! LISTEN!

Are you going to be disappointed in your wants, or will you reserve your stock now from our complete assortment of

SHRUBS and VINES.  
BARBERRY THUNBERGII  
PRIVET, California and Amoor River North  
FRUIT and ORNAMENTAL TREES, Full Line.  
ROSES, H. P. and CLIMBING, Best Kinds  
RHUBARB, Fine Lot.

SEEDLINGS, CONNECTICUT GROWN.

BARBERRY THUNBERGII, AMPELOPSIS VEITCHII,  
WICHURIANA ROSE, SILVER MAPLE, and MULTI-  
FLORA JAPONICA, which is the BEST AMERICAN ROSE  
STOCK FOR BUDDING.

FOREIGN STOCKS, French grown, Apple, Mahaleb  
and Pear Seedlings. Rooted Manetti and Quince Cuttings,  
quoted at Manchester, Conn.

Prompt orders will enable us to give you the best assortment and service.

DELAYS ARE EXPENSIVE

If you don't get our bulletins, which are moving frequently now, write us.

**C. R. BURR & COMPANY**

Manchester, Conn.



The  
Preferred  
Stock



The  
Preferred  
Stock

## EASY TO SEE

already that many lines of nursery stock are in very short supply. No doubt you have discovered this when buying to fill in your wants. It is a part of our job to forecast these shortages, so far as it is humanly possible, so that we can offer our trade well-balanced assortments. We think we have succeeded fairly well in doing that and we invite your orders and inquiries for:

FIELD GROWN ROSES  
DECIDUOUS SHRUBS  
CLIMBING VINES  
HARDY PERENNIALS  
ORNAMENTAL SHADE TREES  
FRUIT TREES

**Jackson & Perkins Company**  
Newark, - - - New York State.  
WHOLESALE ONLY

The  
Preferred  
Stock

The  
Preferred  
Stock

## Bunting's Nurseries

G. E. Bunting & Sons, *Proprietors*

Selbyville - Delaware

OFFER FOR DELIVERY

Fall 1921 and Spring 1922

## Grape Vines

*Concord, Niagara, Catawba and  
Moore's Early*

Correspondence Solicited

**We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.**

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

COLLECTORS OF TREE SEEDS

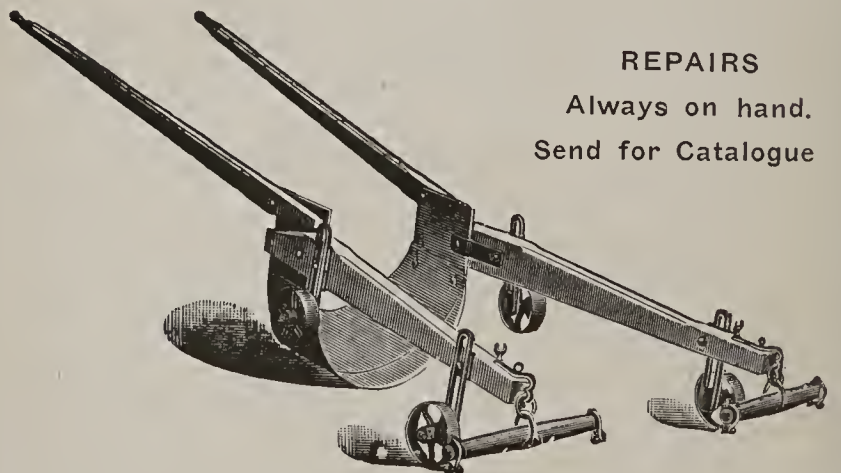
==  
THE  
**North-Eastern Forestry Co.**  
CHESHIRE  
...Connecticut...

Subscribers to "Nurserymen's Fund for Market Development."

1857

1921

## BRAGG'S COMMON SENSE TREE DIGGER



REPAIRS  
Always on hand.  
Send for Catalogue

Digger gets All the Roots at the rate of Twenty to Forty Thousand trees per day, and only needs same power as plow.

**L. G. BRAGG & CO.**  
KALAMAZOO, MICH.



# PAINESVILLE NURSERIES



## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

Subscribers to "Nurserymen's Fund for Market Development."

When writing to Advertisers please mention the National Nursery man.



**J. H. SKINNER & CO.****Topeka                  Kansas.**

We offer for very late fall or early spring shipment:

Apple trees, 2 years. Peach trees, 1 year.

Plum on Peach, 1 year. Keiffer Pear, 2 years.

Gooseberries, 1 year, strong plants.

Rhubarb, Myatt's Linnaeus, divided roots.

Apple Seedlings, Japan Pear Seedlings.

Forest Tree Seedlings

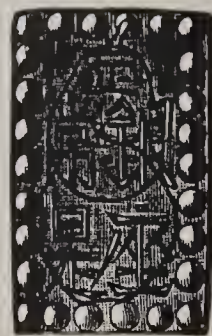
**SHADE TREES**

Elm, all sizes up to 2½ inches.

Soft Maple, Ash.

Amoor River Privet 12-18 in., 18-24 in., 2-3 ft.

Spirea Van Houtti 12-18 in., 18-24 in., 2-3 ft.,  
3-4 ft.

**Heikes—Huntsville—Trees**

This season we are boasting about our

TWO YEAR PEAR, as fine as we have ever grown.

ONE YEAR PEACH, splendid trees, standard varieties.

PRIVETS—all kinds—we are headquarters for these this year.

Of course, we have our usual supply of fruit trees, roses, shrubs, etc.

The growing season with us has been ideal thus far and our stock looks unusually well.

Trade list now ready. If you have not received yours write for same.

**THE HUNTSVILLE WHOLESALE NURSERIES, INC.,**  
HUNTSVILLE, ALA.

**A**  
**Complete Assortment**  
of  
**NURSERY STOCK**

Apple, Peach, Pear, Plum

Cherry and Quince

Small Fruits

Ornamental Trees

Shrubs

Evergreens

Paeonies

Perennials

Roses

**W. & T. SMITH COMPANY**

Geneva, N. Y.

74 Years

1000 Acres

Write for special prices

Subscribers to "Nurserymen's Fund for Market Development."

**A Complete**  
**Variety of**  
**Nursery Stock**



**60000**

**Norway and American Elm**  
**fine stock in car load lots or less**



**C. M. Hobbs & Son**

**BRIDGEPORT**

**Indiana**



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXIX.

HATBORO, PENNA., NOVEMBER, 1921

No. 11

## Southwestern Association of Nurserymen

*Address of President J. M. Ramsey, Austin, Texas, Dallas, Texas, Sept. 27, 1921.*

Your officers and members of the Executive Committee have been reasonably active this year, and I believe an increased membership and attendance and greater interest in our Association will be the result.

Our meetings are for pleasure and profit. I do not feel the necessity of talking about the pleasures that come to us in our business life or that attend our annual conventions, but of that thing with which few of us have had to deal in many years, which perhaps we desire above most other things just now—*PROFIT*.

I would not exchange the satisfaction a nurseryman should have in the realization of true service rendered to his fellow man for all the profit of the world, but I would like to see added to that satisfaction a safe bank balance, that will take care of the emergencies of life and allow some of the material benefits and comforts that the ordinary, successful manufacturer or business man and his family enjoy.

We are all successful enough growers and propagators of trees and plants, but most of us are very poor sellers or distributors. Witness the cut throat prices very often offered about the middle of the season, and the huge brush piles following in the spring in spite of them. Prices below the cost of production and handling, which do not allow a fair margin of profit, never paid a nurseryman.

I cannot help but compare the Florist and the Nurseryman.

Mr. Florist sells the flowers of American Beauty Roses at from \$5.00 to \$25.00 a dozen, according to the time of the year.

Mr. Nurseryman sells American Beauty Rose bushes, that will produce a dozen handsome roses apiece the first year and more as the years go by, for \$5.00 to \$10.00 a dozen.

Mr. Florist sells a small box of flowers that will bring fragrance and cheer to a room for two or three days, while for the same money Mr. Nurseryman will sell a dozen fruit trees that will produce luscious peaches, pears, plums, apples or figs from ten to twenty years and yield two hundred bushels of fruit.

The census of 1910 showed the total value of nursery products in the United States to be \$21,051,000 and the florists' products \$34,872,000. The florists did 65 per cent more business than the Nurserymen, and for two reasons I feel sure that the census of 1920 will show a still greater increase in the florist's business. These reasons are:

1. The slogan of the Florists: "*SAY IT WITH FLOWERS*," which does not need to be discussed.

2. The fact that since 1910 so many people have left

the country that now more than fifty per cent of the population of the United States live in the cities (not including towns).

We wish all success to the florists and congratulate them on their cooperation and education of the public to use their goods.

Every one naturally loves flowers, and the florists, have taken advantage of this natural God-given trait. It is true that they can reach the larger city population more easily and readily than the nurserymen can reach the rural districts.

But every one naturally loves to plant a tree or flowering shrub, and likes some kind of fruit, which is Nature's cure for many physical ills, and yet we have not taken advantage of this natural propensity of every human being, except in a very small way.

If we can not at once have organized publicity and cooperation to the end of making active the natural, though perhaps dormant, desire and love to grow trees and plants, then let us stress these things ourselves individually.

Beside the love of the beautiful, the nurseryman, who sells fruit trees, has other more powerful influences, which he has never sufficiently used. I refer to the appetite and the pocket book.

Our literature and advertisements should arouse the appetite and show how a fruit tree or vine will bring gold out of the soil, black, sandy, limestone, bottom, hill-side, or up-land.

Advertise fruit trees at twenty cents, and sell them at twenty cents, and go to the poor house, or work your family like slaves, and deny your children the benefits of the best education, travel, and other fine things of life. . . . if you want to.

But let me tell you if you will put quality into your trees and plants and tell about it, and sell at a figure that more than covers cost, you will sell more trees and make more money, and render your customers one hundred per cent better service for the money.

Some nurserymen have been growing almost exclusively the same varieties for ten and twenty years. This is a mistake. There are many newer varieties of recent introduction surpassing others of similar type, that people should have. I do not approve reckless introduction of untried kinds, but in the name of progress we should be finding and developing new varieties of fruits, for they are to be found and developed.

I dare say there is a much larger proportion of city people who buy cut flowers than of farmers who buy fruit trees.

Have any of your agents this year reported poor



sales, because the cotton farmers were in debt and could not buy, or because in a certain section cotton would only make a bale to eight acres?

Here is where we need to make an educational appeal and spread some propaganda.

Don't say diversification or rotation. These words have been worn thread-bare.

The ordinary farmer this year who has little or no cotton, but who has feed-stuff, fruit trees, berry vines, pecan trees (native or budded), chickens and eggs, some milk and butter to sell, enough home-raised meat for the most of the year, vegetables and other crops that should be grown on every farm, is not in debt, and is not saying he can not afford to buy trees.

He *is* buying them!

Let us carry this truth and appeal to every prospective customer in our territory. Your advertising will help us, and ours will help you, and some day the South will show a production per farm equal to that of any other State.

In 1920 Iowa ranked first in total value of farm crops, with \$1,258,201,000.00. Texas was second with \$1,401,610,000.00. Yet the average production in Texas per farm was \$2,528.00; in Oklahoma, \$2,777.00; and in Iowa, \$5,899.00, more than twice as much as Oklahoma or Texas, although crops can be grown nearly the year round in the Southwest, and in Texas especially.

We need to talk cows, chickens, hogs, corn, maize, fertilizer, sorghum, garden truck and FRUIT. And from personal experience I can tell you that fruit trees will sell this year.

Let no one understand me to say that we nurserymen make our sales only in the country. On the other hand, the planting of fruit trees, berries, and pecans is increasing every year in the towns and cities. The demand for ornamentals is almost consuming our production and will require larger propagation of this line for all time to come. We have now several times as much trade in the cities as we had years ago, and also a larger sale of ornamentals in the country than we had years ago.

To come down to a few matters that have been or are before us, not quite so serious perhaps as stimulation of demand in a cotton country, yet having to do with the nursery business and affecting it to more or less extent, I wish to mention:

#### 1. A STATE NURSERY

At the session of the Legislature last January, a bill was introduced, fostered by the State Forestry Association, calling for the establishment of a state nursery for the propagation of shade and forest trees, especially pine for the cut-over land of East Texas, and suitable trees for the more nearly tree-less portions of West Texas. This bill, however, as it was worded, allowed the propagation of any and all trees, shade and fruit, to be sold or given away by the state.

Several nurserymen of Texas went to Austin in opposition to this bill, and for that and other reasons, the bill failed to pass.

I wish to say here that I am sure the Nurserymen of Texas heartily favor and will endorse any reasonable forestry policy that will restore the pine forests of East Texas and cover the barrenness of our prairies, and we commend the efforts of the Forestry Association to arouse an interest in this problem, and secure state aid

if possible, but we do not believe in the establishment of a state nursery to grow and sell or give away trees that can be and are grown by Nurserymen cheaper than the state can possibly grow them. The state can not grow them as cheap as the Nurserymen for two reasons:

1. The Nurseryman is on the job ten to fourteen hours a day, while the state would grow trees with eight hour a day labor.

2. The Nurseryman has many lines that require full time of himself and his help all the year, while the growing of forest trees would not keep a bunch of men busy all the year.

This does not apply to the pines, which could not be transplanted successfully in large quantities, but which should be grown by sowing the seed on the land itself.

It is no more the proper function of the state to embark in the nursery business than in any other business.

#### 2. SHADE TREES

Harmful statements are sometimes made publicly and otherwise, that are not intended to be harmful, which nurserymen should correct. On last August 10, in one of our best Texas daily papers, was an article in which this statement was made:

"Dallas is in need of 165,000 shade trees for the parking strips along its streets, and no supply of suitable trees is available in this or adjacent states.... As a result, the afforestation program of the city is in a precarious situation."

I took this up with Mr. Gilliam, City Forester of Dallas, and he said it should have been stated that 165,000 shade trees would be required to properly plant every street, avenue, and park in Dallas, but that the city could not think of putting out so many trees in one year; and in fact the needs for this year were all supplied, except for a few hundred Elm, Sycamore, and Hackberry.

I have put Mr. Gilliam in touch with something like 20,000 each of these trees in Texas alone. There are at least 300,000 shade trees available for street planting in Texas Nurseries to-day, beside large numbers in Arkansas, Louisiana and Oklahoma.

Nurserymen have been growing shades and preaching the gospel of beautiful homes and public grounds long before any other class of men or any institution or organization thought of it. We have been paid largely by having thousands of dollars worth of shade trees, in particular, dug and thrown away and larger sums charged off our books, as the shades were considered worth almost nothing because of no demand.

We are glad to see the demand increasing, and the Nurserymen of the Southwest have now the trees of all kinds that are needed, and will continue to have them.

#### 3. QUARANTINES

One state has now made a ruling that all parcel post shipments of plants into that state shall be sent to certain points for inspection, and shipper must send proper tags and postage to forward shipments on to consignee after inspectors have looked it over.

This is necessary, of course, if every shipment is to be personally inspected, or unless an inspector can reside in every precinct in the state. However, such a ruling makes it more trouble to ship than many orders are worth. It shows the necessity of uniform laws and some kind of uniform inspections.



The citrus states prohibit the importation of certain trees from certain other states, that might have White Fly. Take the Umbrella China, for instance, and imagine its harboring a citrus pest at Austin, Waco or Dallas.

#### 4. DONATIONS

Nurserymen have always responded to the needs of churches and institutions of charity, with liberal donations from time to time. This policy will always continue. However, I doubt the necessity or wisdom of nurserymen's donation to state institutions or organizations fully capable of buying trees, just as they buy other articles, such as groceries, furniture, automobiles, etc.

There are many things our Association should consider and perform for the good of the trade and the public. I hope we may increase our membership, interest and effectiveness each year, and make this organization fitly represent the nursery interest of the Southwest. This will depend on the individual nurseryman.

I thank you for the honor and pleasure of serving you the past year, and believe the greater cooperation we have had the past several years will continue and make us collectively and individually what we desire to be.

## NATIONAL PLANTING SERVICE

MORE FRUITFUL TO MAKE AMERICA MORE BEAUTIFUL

CONDUCTED BY AMERICAN ASS'N OF NURSERYMEN  
F. F. ROCKWELL, Mgr.  
BRIDGETON, N. J.

### WHAT IS DOING IN M. D. WORK

#### OBJECTIVE

As most nurserymen know, or should know, the object in this year's Market Development campaign is to reach as many readers as possible with the message, "Make America More Fruitful and More Beautiful."

Only, of course, the way to get the average reader interested in making "America More Fruitful and More Beautiful" is to tell him how *he can make his own home* more fruitful and more beautiful!

Therefore, to get our message where it will do the most good, we want to reach those who *have* homes; homes either in the country, or in suburbs of small towns, where they have room enough to plant ornamentals, and possibly some fruit.

It is not possible to express in percentage figures the degree of home planting which has so far been done in this country, as compared with what *could* be done, with profit to the planter.

If there could be a census for "improved" and "unimproved" home grounds—just as there is for "improved" and "unimproved" farm lands—the percentage that could be called "improved" would certainly be far below ten per cent. The possible market for nursery stock has hardly been scratched.

#### THE BEST MEDIUM TO REACH THE PROSPECTIVE PLANTER

While many of the folks in the class described above read some big city daily, the paper that they read most intensively is the local small town or county sheet. As you know, from your own experience, in many homes every word in the local weekly is read by pretty nearly every member of the family; and the various items in

these papers discussed over the family table, thus having a great deal of influence.

Of course, the average circulation of papers of this kind is very small, compared to that of the big city dailies; but for our particular purpose, however, it is a very much better circulation, and if we can get a *sufficient number* of this class of papers, so that the total circulation will be larger, we can hope to accomplish very much more than we could through the bigger papers.

That is why the members of the Market Development Committee are so anxious to have *every member* of the National Association send in a list of at least ten newspapers in his own territory, so that the Market Development articles can get the widest possible circulation, where it will do the most good.

The Market Development Committee would like to impress upon every member of the Association the urgent desirability of their sending in a list of newspapers to be supplied with the Market Development reading articles.

In spite of the fact that the Market Development Committee has sent out two letters to members of the Association, and also talked about the necessity for sending in these lists of newspapers in the trades papers, the majority of Association members have not as yet responded to these appeals.

It should hardly seem necessary to urge any nurseryman to send in the names of his local newspapers when he himself will benefit directly by so doing. Up to date, we have yet to hear from the greater majority of the members of the Association. Quite a good many firms, instead of sending us the names of *newspapers*, have sent us the names of leading horticulture and farm magazines with a national circulation. These publications, of course, will not make use of *any* syndicated material, such as the articles we are sending out.

We do have on our lists a number of the important big dailies in different sections of the country, which make a specialty of farm and garden notes. A goodly number of these papers have used our service for the past two years and want it again this year. They include papers like the Philadelphia Record and the Cincinnati Enquirer, and a number of others of equal importance.

Of course, we can get in touch with these big papers directly, but it is only from the members of the Association themselves that we can get the best of the *small local papers*, which constitute our most valuable medium.

#### GIVING THE READER THE BEST WE CAN

The object of the work of the Market Development Committee is to *develop a market* for more nursery products.

The way to do this most successfully is not merely to urge folks to plant more. The more effective way is to show them how to get more pleasure and profit out of what they do plant and to point out to them as strongly as possible what they will gain by planting. All this carries with it, of course, information and suggestions as to *what* to plant to get the most satisfactory results.

#### ZONING THE COUNTRY TO MAKE OUR INFORMATION MORE TIMELY

In the publicity work done heretofore, we have sent out the same articles to the newspapers all over the country.

This year, the States have been divided into five different zones or groups. These groups are based on the



length of the growing season, and arranged in accordance with the latest information gathered by the U. S. Department of Agriculture, checked up, so far as possible, by information from the leading nurserymen in different sections of the country.

While it might be desirable to have more than five of these groups, it has not been possible to attempt to work the thing on any finer basis than that for this year. Another year, undoubtedly, we will be able to localize the information we have to send out still further—thus making our service that much more valuable to both the readers and to local nurserymen.

#### EXPERT ADVICE ON VARIETIES

The object of our newspaper service is to get the people not only to think about planting, but to *act* on the suggestion. The more definite the information which we can give them, the more likely they are to really bestir themselves and plant something, instead of merely continuing to think about it in a general way.

For that reason it is desirable to mention varieties in the articles we send out. It is equally desirable, however, that there should be mentioned only those things which will give satisfaction, and which can be readily obtained.

In order to get information from *nurserymen themselves* as to what varieties should be mentioned in this year's articles, we have written to some two hundred and fifty of the leading firms who are members of the National Association. We have asked them for their recommendations on ornamentals and fruit trees for the sections in which they sell. We have received very full co-operation in this matter, and all the information obtained has been classified and listed so that in the articles we have to send out, the question of varieties will have been very adequately taken care of. Before being given out for publication all varieties mentioned will be given a final "O. K." by the Executive Committee.

#### LAYING THE FOUNDATION

While we have sent out to the newspapers who had formerly used our service, the articles on fall planting, etc., by far our most important campaign will be in the spring.

The greater part of the work which the Market Development Committee has done so far, has been in laying a solid foundation to make this campaign, not only much more extensive, but also intensive, than the work along this line which has been done in the past. These preparations have, of course, involved a great amount of clerical work and correspondence; but it has meant the building of a solid foundation for future work, not only for next spring's campaign, but for the years to follow.

#### COULD YOU USE A FRUIT BOOKLET?

It has been suggested by one of the large Western concerns that a great deal of benefit could be derived this year from a small booklet or pamphlet which would give as strongly as possible, the arguments for planting fruit at the present time. The plan suggested is to get the material for this booklet together as quickly as possible so that it could be published, in a cheap edition, and put in the hands of agents by the first of the year. The falling off, in the productive fruit acreage in most States, and the profits to be made from fruit as compared with ordinary farm crops, are two of the arguments to

be played up as strongly as possible.

The Market Development Committee would be glad to hear from the members of the Association, particularly those interested in selling fruit for commercial orchard planting. We want to know if you could use such a booklet and if so, in about what quantity? This information should be sent *immediately*. We should also be glad to have any quotations or figures which might be used in a booklet of this kind; the idea in a nutshell is to put up the strongest possible argument for *planting fruit this year*.

All this work, of course, is for the direct benefit of members of the Association, and every member should co-operate to make it as successful as possible.

Get out the old L. E. Waterman *today* and let us hear from you! If you haven't a postage stamp on hand, send it C. O. D.

#### WHERE IS YOUR LIST?

Are you a member of the American Association of Nurserymen?

If so, you naturally want to get all the *Direct* benefit you can from the Market Development campaign.

In order to do that, you want the newspaper articles *used in your own territory*.

That being so, then why in the name of the Holy Pink-toed Prophet don't you *send in a list* of the newspapers in your territory?

How many more times do you want us to ask you for them?

Or don't you give a tinker's tinkle whether you sear up any new business or not?

If you *do*, then for the love o' Pete, sit down **TODAY** and make out that list of ten newspapers that you would like us to supply the Market Development articles to!

*"Let's Go!"*

#### AMERICAN ASSOCIATION OF NURSERYMEN COMMITTEES APPOINTED

##### EXECUTIVE COMMITTEE

M. R. Cashman, *President*, Owatonna, Minn.  
Paul C. Lindley, *Vice-President*, Pomona, N. C.  
Lloyd C. Stark, Louisiana, Mo.  
W. E. Reed, Vincennes, Ind.  
Earl D. Needham, Des Moines, Iowa.  
S. W. Crowell, Roseacres, Mississippi.  
Robert Pyle, West Grove, Pa.

##### FINANCE COMMITTEE

M. R. Cashman, Owatonna, Minn.  
Earl D. Needham, Des Moines, Iowa.

##### LEGISLATIVE AND TARIFF COMMITTEE

Orlando Harrison, *Chairman*, Berlin, Maryland.  
Wm. Pitkin, Rochester, N. Y.  
J. M. Pitkin, Newark, N. Y.  
J. H. Dayton, Painesville, Ohio.  
J. Edward Moon, Morrisville, Pa.  
J. R. Mayhew, Waxahachie, Texas.  
A. E. Robinson, Lexington, Mass.  
Wm. T. Kirkman, Jr., Fresno, California.  
R. D. Underwood, Lake City, Minn.  
J. T. Foote, Durant, Oklahoma.  
J. B. Pilkington, Portland, Ore.  
Wm. Flemer, Springfield, N. J.  
H. B. Chase, Chase, Alabama.  
Geo. A. Marshall, Arlington, Nebr.  
H. D. Simpson, Vincennes, Ind.  
W. F. Ilgenfritz, Monroe, Mich.  
O. J. Howard, Hickory, N. C.  
E. W. Chattin, Winchester, Tenn.  
F. A. Wiggins, Toppenish, Wash.  
Ralph S. Lake, Shenandoah, Iowa.



James A. Young, Aurora, Ill.  
E. C. Hilborn, Valley City, North Dakota.  
E. J. Ferguson, Wauwautosa, Wis.

#### MARKET DEVELOPMENT

F. F. Rockwell, Bridgeton, N. J.  
E. E. May, Shenandoah, Iowa.  
Albert Meehan, Dresher, Pa.

#### ARBITRATION COMMITTEE

F. H. Stannard, *Chairman*, Ottawa, Kansas.  
Geo. Marshall, Arlington, Nebr.  
J. H. Dayton, Painesville, Ohio.

#### VIGILANCE COMMITTEE

Paul C. Lindley, *Chairman*, Pomona, N. C.  
E. H. Smith, York, Nebr.  
H. B. Chase, Chase, Alabama.  
Paul C. Stark, Louisiana, Mo.  
J. R. Mayhew, Waxahachie, Texas.  
R. M. Wyman, Framingham, Mass.  
E. M. Sherman, Charles City, Iowa.

#### NOMENCLATURE COMMITTEE

H. P. Kelsey, *Chairman*, Salem, Mass.  
J. Horace McFarland, Harrisburg, Pa.  
Dr. Frederick V. Coville, Botanist, U. S. Department of Agriculture, Washington, D. C. (Honorary).

#### RELATIONS AND LANDSCAPE ARCHITECTS

Thomas B. Meehan, *Chairman*, Dresher, Pa.  
Theo. J. Smith, Geneva, N. Y.  
R. M. Wyman, Framingham, Mass.  
Edward G. Greening, Monroe, Mich.

#### COURSES IN NURSERY TRAINING IN AGRICULTURAL COLLEGES

Alvin E. Nelson, *Chairman*, Chicago, Ill.  
Henry Hicks, Westbury, N. Y.  
Theo. F. Borst, Boston, Mass.  
Ralph T. Olcott, Rochester, N. Y.

#### PROGRAM COMMITTEE

Program will be in charge of The Baby Ramblers.

#### STANDARD TRADE PRACTICE

Harlan P. Kelsey, *Chairman*, Salem, Mass.

#### SPECIAL ADVISORY COMMITTEE TO CO-OPERATE WITH U. S. DEPT. OF AGRICULTURE IN CONNECTION WITH THE WORK OF THE DEPARTMENT IN DEVELOPING AMERICAN SUPPLIES OF RAW MATERIALS

J. H. Skinner, *Chairman*, Topeka, Kansas.  
H. B. Chase, Chase, Alabama.  
Thos. Rogers, Winfield, Kansas.  
Homer Reed, Louisiana, Mo.  
F. A. Wiggins, Toppenish, Wash.  
H. Harold Hume, Glen St. Mary, Fla.

#### ARRANGEMENT COMMITTEE FOR CONVENTION AND EXHIBIT

Charles Ilgenfritz, *Chairman*, Monroe, Mich.  
B. H. Manahan, Detroit, Mich.  
Edward Greening, Monroe, Mich.  
C. E. Smith, Supt. Forestry and Landscape, Detroit, Michigan (Honorary).

#### DECIDUOUS AND TROPICAL FRUITS NOMENCLATURE COMMITTEE

##### (Deciduous Fruits Section)

Robert A. Simpson, *Chairman*, Vincennes, Ind.  
Harlan P. Kelsey, Salem, Mass.  
Orlando Harrison, Berlin, Maryland.  
Leonard Coates, Morgan Hill, California.  
Paul Stark, Louisiana, Mo.

##### (Tropical Fruits Section)

H. Harold Hume, *Chairman*, Glen St. Mary, Fla.  
Geo. C. Reading, Niles, California.

#### SPECIAL COMMITTEE TO ASSIST F. P. DETWILER, U. S. DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C., IN THE COMPILATION AND PUBLICATION OF AN EDITION OF QUARANTINE REGULATIONS

A. H. Hill, *Chairman*, Dundee, Ill.  
James A. Young, Aurora, Ill.  
Paul C. Stark, Louisiana, Mo.

#### COMMITTEE ON DISTRIBUTION

W. G. McKay, *Chairman*, Madison, Wis.  
E. H. Balco, Lawrence, Kans.  
P. V. Fortmiller, Newark, N. Y.

#### TRANSPORTATION COMMITTEE

Charles Sizemore, Louisiana, Mo.

## NURSERY ADVERTISING

Albert Lea, Minn.  
Oct. 7, 1921

The National Nurseryman,  
Hatboro, Penna.

Gentlemen:

The article in your October issue by John Watson on nursery advertising made us feel almost as good as we did when Brother Hicks rose to his feet at the last National Convention immediately after the advertising budget for the current year had been decided upon, offering a resolution, as we remember it, with words to this effect, "Fellows, I sincerely hope that you will all join with me in feeling heartily ashamed of ourselves."

Mr. Watson stated that nurserymen who sell through agents alone do not advertise. He overlooked the Wedge Nursery, or more probable perhaps, has not noticed our recent campaign. We believe in advertising and we believe in it every month of the year. Not for one year alone for good will advertising cannot be talked about in terms of a year. It must be considered in multiples of five years.

It has been a mystery to us why more nurserymen haven't taken advantage of the power of advertising. Every time we have the opportunity we ask nurserymen if they have tried it. "Oh yes," is the common answer, "but it doesn't pay." When we pin them down as to how long they have tried it, they usually admit that they carried it on only for a few months. Advertising by spurts and dashes is a waste of money and we all know it. The kind of advertising for nurserymen is the steady "everlastingly at it" kind, especially if sales are made through salesmen.

At the National Convention last June we had some interesting conversations on advertising with some of the best-known nurserymen present. In fact, we went to the convention for the purpose of getting their ideas on advertising. They agreed generally that large copy was an easy and rapid way to spend money. We discovered from their experiences that the cheapest way to get inquiries is by using small ads. But small ads do not build up the good will like larger ads and good will is the most valuable asset of the nursery that sells through salesmen.

Since starting our campaign our salesmen have taken a new interest in selling. Every now and then we are able to send an inquiry to each of them and they invariably close the order. Our ads are a half page in size and all of them play up our representative as shown in the following paragraph which is a typical closing in our ads:

Now is the time to plan your orchard or windbreak. If you have never met the Wedge representative, write and let us send you his name. Get in touch with him, get acquainted, he can help you.

By playing up our salesmen we do away with that common criticism often made by nurserymen in reference to advertising, "Our salesmen don't want to be bothered with advertising which will encourage mail orders."

To all inquirers we send out a personal letter and a color circular. This particular circular has fourteen of



the most popular nursery items arranged in collections in such a way that any of them can be folded out. Whatever they ask about is folded out and attracts first attention when opened. At the same time we refer the name to our nearest salesman.

We can already see results from our campaign although we did not look for any real returns the first year. Advertising does and will pay any nurseryman who properly adapts it to his particular business. Our campaign would not fit a mail order nursery or even an agency nursery operating near a large city. Before starting an advertising campaign a study of the particular problem in hand should be made, even if it takes six or eight months. Before we placed a line of advertising we sent out about a hundred letters to advertising agencies and farm papers to get their ideas on the subject. A few years ago when we first began to think about an advertising campaign we sent out between three and four thousand letters to nurserymen in order to find out the general opinions on size of ads and other points. Then a few months before getting the copy ready, we sent out twelve hundred letters to representative farmers of the Northwest to find out about nurserymen from their point of view. This last letter was not sent out on our own stationery, so we received some true sentiments.

If a nurseryman would consider an ad as his double he would readily be convinced that advertising pays. Isn't it true that a nurseryman is questioned many times a year about planting of some kind? As he travels among his friends and neighbors, at social gatherings, at golf, at lodge, and even at church, he is cornered and asked about shrubs and trees; about a windbreak or orchard. People think about trees and plants when they see their friend Mr. Nurseryman. But a man cannot be in more than one place at once so this kind of advertising and good will building is limited. An ad, however, may be read by a hundred thousand people in one evening and if properly written up and illustrated can create the same goodwill and friendship that the nurseryman can himself. By right kind of advertising a nurseryman can extend his personality over a large area and if consistently carried on until folks become acquainted, they will remember him when they place their order.

We want to help convince fellow nurserymen on the value of advertising for the more of us that get into it the more we will all profit. But we know a national campaign will never be perfected if attempted along the same methods as recently tried. There are too many opinions about advertising. When things get nicely started some unbeliever will knock out part of the foundation and the whole structure will topple. The only way to get results is to find the best man in the country for the job, pledge him an advertising appropriation of from \$50,000.00 to \$100,000.00 a year for not less than five years and then put him in full and absolute charge for five years, with death or disloyalty the only reason for removal from office. But if he is subject to orders from a committee of two or a dozen, watch out for squalls.

Progress is sure-footed and sooner or later nurserymen will come to advertising and a national campaign. It took us several years to decide upon our present campaign and will take that many more to scare us off. But by that time we hope to increase our appropriation and

we would like to see other nurseries follow our lead. Then and only then will advertising have a fair chance to do for nurserymen what it has done for other industries.

The inclosed ads are some of our recent ones.

Yours very cordially,

WEDGE NURSERY,

V. L. RUSHFELDT,

Sales Manager.

*The leaflets and folder enclosed prove the author is doing his own thinking.*

*Most nursery literature is as set in its style and phraseology as that belonging to ecclesiasticism.*

*That from the Wedge Nursery is refreshingly different.*

EDITOR.

## AS I SEE IT

By M. T. NUTT

I heard a man once say, "It takes an optimist to be a successful nurseryman, and he said a mouthful. A nurseryman who cannot say, "Oh, well, better luck next time," better give away his business and take a job as office boy in a "skyscraper" in Dunkirk, N. Y.

I know of no undertaking where a man takes more "chances" than the nurseryman. Gambling is mere child's play along side of it. A nurseryman takes chances on the weather, too wet or too dry, or an early freeze up in the fall or a late opening in the spring. Hail, heavy wind storms that blow out promising buds that have just started into growth, scale, Japanese beetles, cut worms, gypsie and brown-tail moth, State and Federal legislation and quarantines, and then when he finally has his crop ready for the market, there is likely to be an "overstock" and he has to sell it at cost or less.

If there is a general "slump" in all business he is the first to feel its effects—and when it improves, he is the last one to benefit by it.

At this writing, just in the middle of shipping season, he is threatened by a general railroad strike and his customers are writing him, "Cancel my order, I am afraid the 'strike' will tie it up on the road." By the time the strike is over, or even if it does not come off, it will be too late to pick up these orders again.

Railroad strikes and embargoes are the bane of his life. They most always occur in the spring, right in the middle of shipping season. I think this is the first one, in my recollection, when a railroad strike has occurred in the fall.

It looks as though it will be a "fizzle," but I believe we are all hoping that if it does come off, that it may be a fight to the finish, even if we do suffer loss now. If there is one thing the nurseryman needs more than another, it's lower freight rates, and it seems to be the consensus of opinion that railroad wages must come down before there can be a revision of freight tariff.



There is a prevailing opinion "outside" the trade that there is an enormous profit in the nursery business. If a tree is sold for \$1.50 the net profit to the nurseryman is



For December or February shipment from France we offer

# FRENCH FRUIT and ROSE STOCKS

in a full assortment of sizes.

Pears, Apples, Mahaleb, Mazzard, Myrobolan, Quince,  
Manetti, Multiflora, Canina, Polyantha, etc.

Grown and exported by

**VINCENT LEBRETON'S NURSERIES, ANGERS, FRANCE**

whom we have represented as sole U. S. Agents for 19 years—which insures best grading, packing, and shipping service. Well ripened stocks—Prices ready now.

## RAFFIA

RED STAR, A. A. WEST COAST and  
XX SUPERIOR BRANDS, also colored.  
Bale lots or less shipped from stock.

## LILY BULBS

All hardy varieties in case lots.  
MAGNIFICUM, ALBUM, RUBRUM,  
AURATUM, etc.  
All sizes. Fall shipment.

PALM SEEDS, ENGLISH MANETTI STOCKS

## DUTCH BULBS

Full list of varieties. TULIPS, HYACINTHS,  
NARCISSUS. Highest quality only.

## BAMBOO STAKES

NATURAL in 6 ft. Japanese and domestic.  
DYED GREEN in 7 sizes.  
Bale lots only. Shipped from stock in N. Y.

ROSA MULT. JAPONICA SEEDS

Write for prices specifically stating your requirements.

**McHUTCHISON & CO., 95 Chambers St. - New York.**

## Princeton Products

are

## Ornamental



Trees, Shrubs and Evergreens  
of high grade  
for the wholesale trade

## Princeton Nurseries

Princeton in New Jersey

November, 1921

## We Offer to You

In All Grades

## APPLE SEEDLINGS

## JAPAN PEAR SEEDLINGS

Also

## APPLE GRAFTS

## JAPAN PEAR GRAFTS

*In Either Piece or Whole-root Grafts*

## M. L. TAYLOR

PERRY

KANSAS



supposed to be \$1.45 or more. All nurserymen are thought to be millionaires and profiteers.

A customer was talking to me one day along these lines, and I foolishly tried to explain to him what it cost to grow a tree. I thought I went into it with convincing detail—but all I got was, “Why all you have to do is to plant a “slip” and when it grows up you sell it for a dollar and a half.”

I decided to let it go at that, and let him think my box at the safe deposit vault was “dirty” with Liberty Bonds. But I don’t like to said under false colors. That man still thinks I could buy out the LaSalle Hotel in Chicago, and Lord knows I am wondering how I am going to scrape up enough to meet my next note at bank.



Recently a department of the Federal Government sent out lists and specifications for bids on certain nursery stock. There was a long list of items totalling many hundreds of trees and shrubs. The specifications required that where fifty or more of any item was specified, samples must be submitted, charges prepaid!!

Think of it, some of the items were heavy calliper trees and quantities of 3 to 4 feet shrubs. If many bids were submitted “with samples” the government would have enough “free” nursery stock to plant the whole of Arlington Cemetery.

But that’s the way it goes, nursery stock is supposed to have no value.

If a friend asked you to send him a rose bush or a peach tree for his front yard, he would think you a “robber” if you sent him a bill for one dollar for it, but if you went into his store and bought a silk shirt, and we do wear them when we go to New York, he would think nothing of charging you five “bucks” for it. Would not even give you five off for cash.

It’s a funny world, I’ll say.



I was told the other day that Orlando Harrison was offered and has accepted the chairmanship of the Legislative Committee of the National organization. The job has fallen into competent hands. Orlando does not shirk his work, and the Association may well feel that he will take care of any Legislative matters which may develop.

President Cashman has judiciously selected the members of his “cabinet” and I feel sure that when he lays down the gavel at the close of the June convention, he will receive the commendation of all the members.



So “Jim” Pitkin has temporarily shaken the cares of his business from his feet, or his head, and is on a six weeks’ or six months’ automobile trip to the Pacific Coast. That’s fine, Jim, and may luck be with you, and your tires hold out.

#### PRACTICAL COURSE FOR NURSERYMAN

Last winter the New England Association of Nurserymen appointed a standing committee on education with Mr. Richard Wyman of Framingham, Massachusetts as chairman. Other members of the committee are

Theodore I. Borst of Framingham, Mass. and W. E. Campbell of New Haven, Conn. This committee has taken up with Professor Frank A. Waugh of the Massachusetts Agricultural College at Amherst a proposition for a special course for nurserymen.

Arrangements have now been made whereby such a course will be given by the Massachusetts Agricultural College the present winter, beginning January 2, 1922, and continuing for a period of ten weeks. The following subjects will be offered:

1. Horticultural botany, the identification of plants, their correct names, the science of nomenclature, etc. by Professor C. H. Thompson.
2. Soils and fertilizers, a fundamental course.
3. Propagation and nursery practice.
4. Landscape construction,—how landscape plans are made and carried out, including grading planting, road-making etc., direction of F. A. Waugh.
5. Special lectures by practical nurserymen.

This course is designed to meet the needs especially of craftsmen—those actually at work in the nursery rows. No entrance examinations will be required, but it is expected that every applicant will have had more or less practical nursery experience as a foundation for his work at the college.

No tuition charge will be made. There will be a registration fee of \$5 and each man will be obliged to buy his own books which will cost about \$5 more. Board and room will cost about the same in Amherst as elsewhere, say \$9 to \$10 a week.

Those who desire further information regarding this course should communicate with Mr. Richard Wyman, chairman of the committee, Framingham, Mass. or with Professor Frank A. Waugh, Amherst, Mass. The class will be limited to 25 members, so that early application is desirable.

#### DISTANCE NO BARRIER

In a fancy fruit store in Philadelphia the writer saw a very fine display of hot-house grapes from Belgium, in perfect condition. Along side of them were baskets of fine yellow plums from Japan, looking as if they had just been picked off the trees.

Doubtless the same displays may be seen in all the larger cities.

The words “perishable” and “distance” are beginning to have a very modified meaning when applied to fruits.

#### QUARANTINE RESULTS

In the National Nurseryman, Mr. M. T. Nutt says that Quarantine 37 has precipitated a craze for propagating evergreens, and that nurserymen who never grew any evergreens before are now propagating them at the rate of from 100,000 to 200,000 and look upon them as war brides. He predicts that in five years salable sizes will be as plentiful as mosquitoes in Jersey.

We think that Mr. Nutt exaggerates a little. At the same time it is true that evergreens are being propagated on a very extensive scale. As a result the nursery trade finds itself in a very different position as regards quarantine 37 from that which prevailed a few years ago. They have staked everything on the assumption that the quarantine will stand. Some of the nurserymen who formerly were loud in their condemnation of the quarantine are now trusting that it will last, because if it does not, they stand to lose a large amount of money. It seems to be a situation where the Federal Horticultural Board is winning out on an economic basis.—Horticulture.



# CYPRESS LUMBER

## FOR

# NURSERY CRATING

**YOU  
GROW  
TREES**

We can furnish you crating cut to size. Just what you want. Will contract to furnish your year's requirements. Write us for prices, giving your specifications.

**WE  
CUT  
TREES**  
(200 A DAY)

## HEMPHILL LUMBER COMPANY

MANUFACTURERS OF HARDWOOD LUMBER

**KENNETT, - MISSOURI**

### TO THE TRADE ONLY

We offer a very complete list of Nursery Stock for delivery Fall 1921 or Spring 1922.

**FRUIT TREES.**—A general assortment of Apple, Pear, Cherry, Plum, Prune, Peach, Apricot, and Nectarine in first class one year stock.

**NUT TREES.**—Almonds, Filberts and Walnuts.

**SEEDLINGS.**—Apple, Japan Pear, Mazzard Cherry and Myrobolan Plum.

**GRAPE VINES.**—American varieties, strong on Concord.

**SMALL FRUIT AND BERRY PLANTS.**—With Oregon Champion Gooseberry and Perfection Currant one year No. 1 as strong leaders.

**ROSES.**—A large list of budded, field grown plants.

**NURSERY SUPPLIES.**—Our usual line.

**Portland Wholesale Nursery Co.**  
971 Sandy Boulevard Portland, Oregon

### Hoopes, Bro. & Thomas Company

**THE WEST CHESTER NURSERIES**

**West Chester, Pa.**

Established 1853

Incorporated 1907

### SPECIALTIES

**EVERGREENS OF THE BETTER VARIETIES**—Boxwood pyramidal, 2 ft., 2½ ft. and 3 ft. Biota aurea nana and conspicua aurea. Arbor Vitae compacta, conica densa, globosa and Siberian. Fir cephalonian, concolor and Nordman's. Retinispora argentea, compacta, filifera, filifera aurea, pisifera, pisifera aurea, plumosa aurea, squarrosa veitchii. Spruce hemlock, oriental, polita and white. Send us your list of wants.



# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902  
Published monthly by

THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor .....ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance .....\$1.50  
Foreign Subscriptions, in advance .....\$2.00  
Six Months .....\$1.00

Advertising rates will be sent upon application. Advertisements  
should reach this office by the 20th of the month previous to the  
date of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by  
the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Flourtown, Pa., and should be mailed to arrive  
not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at  
Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., November 1921

**INCREASING CONSUMPTION** The most vital problem before Nurserymen and those interested in the sale is "How to awaken the interest of people and encourage them to plant." The National Association of Nurserymen realized this as evidenced by the market development movement. There are numerous ways in which it may be done. The Nurserymen's catalog and the horticultural publications are no mean effort along this line. They are, however, not effective with the people that should be reached; because as a rule only those already interested in planting are likely to read or study these publications. Exhibitions no doubt add their quota in inspiring efforts to buy and grow. Garden Clubs and Horticultural Societies are other media of the desired propaganda. One of the most potent influences to encourage planting is the example set by some person who may be a plant enthusiast and gathers around him an interesting collection artistically arranged around his home or a profitable orchard. The nursery salesman in drumming up business instinctively goes to those localities that show some pride in the appearance of their grounds. He knows that those who have already purchased are likely to be the best prospects. It is much easier to interest them in some plants they may not have or in further improvements.

A plant lover in a community, fixing up his own gardens, will do more to start his neighbors doing the same than any amount of preaching or propaganda. From a nurseryman's point of view there are two classes of people—those who buy plants and those who don't. It is the latter that should receive the most attention. While a certain proportion of them are not interested and perhaps never will be, there is a large proportion that only need to have their interest aroused and receive a little encouragement to become enthusiastic and genuine supporters of the nursery business to a greater or lesser degree. It is often said that love of growing things is instinctive in most of us if it is only awaiting an opportunity to develop. From time to time we hear suggestions

of the value of public parks, botanical gardens and even of display nurseries as a means of educating the public of the value of nursery products; but none of these quite hit the mark. The average person is more interested in himself and his own. As the nurseryman cannot have a show window like the ordinary merchant, would not some nicely laid out home planted and properly kept up for advertising purposes be worth while?

In many localities there would be little need for this, because the communities as a whole are a standing advertisement for the nurseryman and all that is needed is to keep the name of his nursery before the residents; but in other localities there is need of a demonstration that will encourage the neighbors to do likewise.

Some day we perhaps shall develop a master mind with sufficient capital and enterprise to carry out some advertising scheme that will put the merchandising of nursery products alongside that of products for which millions are spent to show their value.

Is it not up to the nurseryman to place his plants at his own expense where they will best advertise and preach the gospel of beauty in barren places?

**HELP TO TELL THE WORLD** J. M. Ramsey, in his address before the Southwestern Association of Nurserymen, made some interesting comparisons between the florist and nursery businesses, somewhat to the disadvantage of the latter. There is no question that as a class the florists have been more progressive, more co-operative with each other in educating and encouraging the public to use their products. They have been more alive to what the public needs and have catered to the natural love of flowers that is instinctive to most people. It may be true there is little comparison between the two businesses. The florist supplies a finished product at its best when he delivers it. It is in the stage when it creates admiration and gives the most satisfaction to the purchaser.

On the contrary the stock in trade of the nurseryman in the majority of cases only has potential beauty and value. Nevertheless it has qualities that make it superior to any merchandise that is sold, in its appeal to the best in human nature. Plants are to the grounds what furniture and interior decoration are to the inside of the home. Fruit trees, vines and plants are the source of the greater part of our food and luxuries to say nothing about the universal interest in growing things. In other words, to the real live publicity man the appeal is so great and in so many ways that he hardly knows which phase of it to drive home in the public mind. We see products that have a limited appeal forced on the public by skillful advertising and propaganda, and a universal need almost entirely neglected. It is perhaps because the nurseryman's products are so fundamentally necessary to our existence and the nurseryman has not awakened to the fact that a large proportion of people have to be told that nursery products are an essential to even a middle standard of living.

In these days of hourly papers, wireless, automobiles and flying machines, individual effort amounts to little. It requires a mass action to get a hearing or even slight notice. These are the days when it requires hundreds of thousands of dollars in publicity to get your message be-



## ENGLISH GROWN NURSERY STOCK

**MANETTI AND OTHER ROSE STOCKS** —a fine lot of 1 year MANETTI 3 to 5 m|m and 5 to 9 m|m  
ROSA MULTIFLORA JAPONICA 5 to 7 m|m, 6 to 10 m|m. All varieties do well on this stock, resists very hot,  
dry weather. **OTHER ROSE STOCKS**

A large stock of **ORNAMENTAL & DECIDUOUS TREES** of most kinds in 1 and 2 year old and in small transplant-  
ed stock for nursery planting. **TREES AND SHRUBS** of new and scarce varieties.

**RHODODENDRON PONTICUM** stocks for grafting, also in the smaller sizes.

**FRUIT TREE STOCKS** of all sorts, in quantity.

**FRUIT TREES**, a large selection of sorts, horizontal fair trained and other growths.

Plants can be imported under special permit for stock. Glad to answer enquiries. Wholesale catalogue on  
application.

40 years' successful trading in the States

**WALTER C. SLOCOCK,**

**Goldsworth Nurseries,**

**Woking Surrey, Eng.**

Main Line L. S. W. R. to Southampton. 40 minutes London

NOT PRICE



BUT QUALITY

## TREE SEEDS

LET US QUOTE YOU OUR ATTRACTIVE PRICE

**T. SAKATA & CO.**  
**SEED GROWERS & MERCHANTS**  
**Kanagawa, Yokohama, JAPAN**

## Mahaleb Stocks

We are the most extensive growers of Mahaleb Stocks  
in the United States. Our Stocks are all grown from  
Imported Seed, and go out properly graded, packed, and in  
excellent condition.

A limited supply in each grade yet unsold. Shipments  
in December or later.

Sample and prices on request.

**THOS. ROGERS & SONS**

WINFIELD

KANSAS

## L. R. TAYLOR & SONS

**Topeka, - Kansas**

**FOR FALL 1921**

**A Fine Lot of**  
**APPLE SEEDLINGS**  
**FRENCH PEAR SEEDLINGS**

—ALSO—

**Apple Trees**

**Peach Trees**

**Pear Trees**

**Cherry Trees**

**Forest Trees**

**Grape Vines**

## Fruit Trees and Rose Stocks French or Dutch Grown

From

**K. Rosbergen & Son, Nurserymen**  
**BOSKOOP, HOLLAND**

Apple Seedlings	Cherry
Pear "	Prunus Damascens
Malus "	Rosa Manetti
Paradise, broad leaved	" Canina
" yellow Metzger	" " Cuttings
Quince Seedlings	" Rubiginosa Sweet Briar
Mahaleb "	" Laxa
Myrobolan "	" Rugosa
St. Julian "	" " standard for top budding
Azalea Pontica	Rhododendron Ponticum

Write for particulars and Wholesale prices to our  
American Representatives.

**CHAS. SCHWAKE & CO., Inc.**  
**90 West Broadway, New York, N. Y.**



fore the public so it will be heard among the others. Nurserymen as a body meet annually or at distant periods and talk over what is to be done and then go back home in the country and devote their attention to their own local affairs. They co-operate in intention but not in effort, except in a very minor degree. Unlike the florists the nurserymen are widely separated and spontaneous co-operation in such efforts as Market Development is not easy. We should, however, do better than we have with such splendid opportunity waiting for enthusiastic action. The mails are running regularly and a two-cent stamp with a little time will keep in touch and produce the driving power to enable Mr. Rockwell and those appointed to tell the public what it would add to their health, happiness and prosperity if they would plant more nursery stock.

### STEALING TREES

It is not uncommon to see reports in the press of robbery of "hooch," jewelry and other merchandise, but it is rather unusual to see evergreen trees included among the things so desirable as to induce men to become thieves.

It is with mixed feeling of indignation and exultation we read the following clipped from the press:

Two men driving a Ford truck loaded with a seven-foot evergreen tree were placed under arrest on Friday night last by Officer James Mannion, of the Cheltenham police, at Ainsley avenue and Old York road, Melrose Park. They gave their names as Richard and John Moser, of Philadelphia, uncle and nephew, who stated that they were landscape gardeners and had come out that evening to view the building being erected at this corner preparatory to doing landscape work. A shovel was found in the truck and the men were carrying a flashlight. On investigation the police found that the evergreen tree in the men's truck had just been dug from the lawn of Henry Linde on the opposite corner. It is hoped by this arrest to clear up the mystery of the theft of evergreen trees from several estates in the vicinity recently. At a hearing the men were fined \$50 and \$10.

### THE NURSERYMAN'S STORE WINDOWS

The nurseryman's retail catalogue is his store window. Practically it is the only way he has to display his goods to the public.

They are as varied and maybe their upkeep is as costly as the display windows of the stores in the city.

Many costly editions are distributed annually; books that represent a tremendous amount of valuable knowledge, the result of years of patient work and experience.

It is too bad they are looked upon by the majority of recipients as a periodical and a thing that may be had for the asking. They deserve a better standing and what is more, they are improving all the time, each year the nurseryman tries to send out something better, and writes and compiles his catalogue from the angle of "service to the customer." Truth dominates, actual reproductions of photographs, modestly worded descriptions and no effort or expense spared to guide the purchaser in selecting the plants that will suit his needs and give him the best results are the rule rather than the exception, yet how ready people are to class nursery catalogues as mere literature subject to 50% in all its illustrations and statements.

Today two noteworthy catalogues came by mail, one from Blue Grass Nurseries, H. F. Hillenmeyer & Sons,

Lexington, Kentucky; the other from J. B. Pilkington, Portland, Oregon.

A sticker on the cover of the former indicates the fear in the heart of Mr. Hillenmeyer when sending out his child into an unappreciative world: "Don't put me in the waste basket" is the plea; of course, not thus crudely expressed.

Personally I think the plea was needless because anyone receiving it and catching sight of the fruits and flowers in colors, the half-tones, the plans, would be a hopeless prospect if he threw it away.

Mr. Pilkington, in his catalogue has enlarged on the "Before and after using our, etc." A series of photographs show development of a property year by year for several years, a very forceful pictorial argument for planting the home grounds, besides a lavish use of illustrations for the edification of the reader.

The variety of plants listed is apt to make the nurseryman living in less-favored localities very envious.

### MOVING A LARGE TREE

The Shrewsbury Nurseries, Inc., Eatontown, N. J., successfully moved an unusually large tree. The tree operated upon was a magnificent *Tilia platyphyllos*, the large leaved European Linden, standing over fifty feet high, with forty feet spread of branches and bole circumference of seven to eight feet, growing on the property of Bernon S. Prentice, of Rumson road, near Sea Bright.

Mr. Prentice has one of the finest places on the Rumson road, which he is continually improving. This fall he intends to enlarge his house, but before doing so it was necessary to remove the Linden which stood where the new addition will go, and the work was entrusted to the Shrewsbury Nurseries. To transplant a tree of this size is quite an undertaking, especially at this time of the year when there is no frozen ground to aid the process; therefore unusual methods were adapted. A trench was first dug sixty feet long and eighteen feet wide, starting ten feet from the tree, four feet deep near the tree and three feet deep at the far end. A tunnel was then dug under the tree nine feet wide and two feet deep, leaving a roof of earth supporting the tree three feet thick. In this tunnel was first laid a floor of heavy planks on which was built a platform eight feet wide and sixteen feet long, of six by eight inch timbers, bolted together and resting on eight-inch wooden rollers. A trench was then dug completely around the tree, leaving a ball of earth about sixteen feet across. The retaining walls between the tunnel and trench were carefully undermined, allowing the tree to settle gradually on the platform.

The means of locomotion used to propel the tree to its new location was a house mover's crab, operated by man power, and while it took a large gang of men eight working days to prepare the tree for moving, the actual time consumed in transporting this huge mass of solid earth, estimated to weigh twenty tons and supporting the tree, was only one hour and twenty minutes. Arriving at its destination, the central timber of the platform was pivoted on two heavy screw jacks and the tree tilted by means of blocks and falls to enable the platform to be dismembered and removed and the tree comfortably settled in its new home. Apart from a few broken ropes, everything



## FRENCH FRUIT TREE SEEDLINGS

Prompt Orders May Still Secure for Fall Delivery:

PEAR STOCKS, 7-12mm; MYROBALAN Plum 6-10mm; MAZZARD Cherry, 6-10mm; MAHALEB Cherry 6-10, 5-9 and 4-6mm, and MANETTI ROSE STOCKS in 5-10mm Size; also FRENCH CRAB APPLE and PEAR SEED

**NORBERT LEVAVASSEUR & SONS, Ussy, Calvados, France**

For All Further Information Address Our Agents

**AUGUST ROLKER & SONS, 51 Barclay Street, New York**

### FALL 1921

- 40,000 Plum on Peach 1 yr, 2-3 ft., 3-4 ft., 4-5 ft., 5-6 ft.  
 150,000 Currants 1 and 2 yr.  
 60,000 Gooseberries 1 and 2 yr. Houghton, Downing and Pearl.  
 500,000 Grape Vines 1 and 2 yr.  
 15,000 Catalpa Bungei 1 and 2 yr. hds. 3-4 ft., 4-5 ft., 5-6 ft., 6-8 ft.  
 200,000 Carolina and Lombardy Poplars, 4-6 ft., 6-8 ft., 8-10 ft., 10-12 ft.  
 75,000 Spirea Van Houttei, 12-18 in., 18-24 in., 2-3 ft., 3-4 ft., 4-5 ft.  
 100,000 Berberry Thunbergii 2 yr., 10-12 in., 12-18 in., 18-24 in.  
 300,000 Privet Cal., and Amoor River North 1 and 2 yr., 12-18 in., 18-24 in., and 2-3 ft.

Also a large and complete line of high quality nursery stock for the wholesale trade. Send for trade list.

**T. W. RICE,**

**Geneva, N. Y.**

### SPRING 1922

Order your season's supply of

## SPHAGNUM MOSS

now while prices are most favorable for you. Delivery when you want it, now or later. Amundson Sphagnum moss in wired balls is produced particularly for nursery uses and is guaranteed by us to be satisfactory in every way.

Prices and information at your request.

**The A. J. Amundson Co.**

Lock Box 2

**CITY POINT, WISCONSIN**



**T. S. HUBBARD CO., Fredonia, N. Y.**

Growers of Grape Vines and Small Fruit Plants  
For Garden and Vineyard Planting

Established 1866

Send for Catalogue

## For FUMIGATION With HYDROCYANIC ACID GAS "CYANEGG"

Sodium Cyanide in egg shape, each egg weighs as near one ounce as possible. Destroys scale insects on Fruit Trees, Nursery Stock, Plants under glass and in Greenhouses.

Manufactured in U. S. A. by

**The Roessler & Hasslacher Chemical Co.**

709-717 Sixth Avenue - - New York, N. Y.

## Vincennes Nurseries

**W. C. Reed & Son, Prop., Vincennes, Ind.**

We are pleased to offer the following for Fall 1921.

- Cherry, One Year,  $1\frac{1}{16}$  up.  
 Cherry, One Year,  $\frac{7}{16}$  to  $\frac{9}{16}$ .  
 Cherry, One Year,  $\frac{9}{16}$  to  $1\frac{1}{16}$ .  
 Sweet Cherry, One Year, 5 to 7 feet.  
 Sweet Cherry, One Year, 4 to 5 feet.  
 Sweet Cherry, One Year, 3 to 4 feet.  
 Japan Plum, One Year, all grades in Plum and Peach Roots.  
 European Plum, One Year, on Plum Roots.  
 Hansen Hybrid Plum, One Year, on Americana Roots.  
 Apricots, One Year, all grades.  
 Peach, One Year, leading varieties.  
 Pear Std., One and Two Year, all grades, mostly Keiffer and Garber.  
 Apple, 2 Year, also One Year Cut Backs, leading kinds.  
 We have no 2 year Cherry to offer but our One Year promise to be extra fine and will certainly please your Trade.

## NATURAL PEACH PITS 1921 Crop

Now ready for Shipment.

Tell me how many you want.

I will quote by return mail.

**THOMAS J. LANE,**

**Seeds**

**Dresher**

**Penna.**

When writing to Advertisers please mention the National Nurseryman.



worked according to schedule and the tree will probably never show any visible effects of the operation inflicted on it.

### TREE REPLACEMENT

*Address of R. W. Haygood, Keithville, La., before the Southwestern Association of Nurserymen*

Fellow Nurserymen:—

Allow me to take up just a little of your valuable time in discussing the subject of free replacing of nursery stock.

The question arises whether it is good policy for nurserymen to replace indiscriminately, trees that fail to grow the first season.

I believe that nurserymen will not argue the question or the justification of replacing of trees free of charge or refunding money paid where the nurseryman is to blame. However, when it comes to a point where the blame for losses in nursery stock after planting rests with the customer, that is another question. Can we nurserymen afford to gamble on conditions arising through carelessness in cultivation, exposure and neglect, poor planting, often crowded in small holes, improper pruning, injury done by domestic animals and through carelessness in cultivation, or where stock is planted on hard, heavy and dry soil?

The Clingman Nursery, that has had some forty-five years experience in the pursuit of the retail nursery business, having for a period of fifteen to twenty years tried out the system of replacing free of charge, changing later to replacing at half price for the two years have entirely quit the practice of replacing free of charge excepting in cases on account of delays or other causes where the losses could be traced to our firm, being at fault.

Under our present system we actually find that we are making more friends by occasionally giving our customers a tree where one dies, although we had not obligated ourselves to do it when the order was taken. We find that under the old plan of replacing free of charge they seemed never to be satisfied and we were always kept under obligations to them more or less, especially with the careless planter. Under the old plan we have often found that the careless planter and especially one, who would be inclined to be a little bit tricky would call for replacement of the same trees several times over.

Shall the nursery business endure? Shall it occupy an equally high standard with other industries of this country? Are not our productions among the most useful and beautiful of all things produced? We must aim to build it up to a higher standard.

We must not only cease to encourage careless planting. We must educate our customers to plant carefully so as to prevent losses. We must not only cease to educate our agents and customers on the thought that our goods are a cheap article and that we can not afford to give things away, we must teach them not to make unreasonable promises for which we are not responsible. We must encourage a policy that will put the stamp of quality on our goods and enhance the character of our nursery business.

A Doctor cannot guarantee to keep a man well for a year after collecting a large fee or a man afford to give a guarantee when selling a horse, that it would keep in good healthy condition for an indefinite time. Neither should a nurseryman guarantee continued life of nursery stock after it is delivered to the purchaser in good condition.

### MONTHLY CROP REPORTER

State	Estimated From Value September 15th							
	Apples				Peaches		Pears	
	per bushel		per barrel		per bushel		per bushel	
	1921 Cts.	1920 Cts.	1921 Dolls	1920 Dolls	1921 Cts.	1920 Cts.	1921 Cts.	1920 Cts.
Maine .....	107	135	4.09	3.50	400	...	256	267
New Hampshire .....	175	135	3.21	4.00	317	...	225	190
Vermont .....	134	150	4.50	4.60	...	...	275	200
Massachusetts .....	243	175	6.25	3.75	357	...	325	210
Rhode Island .....	268	186	5.50	4.75	357	415	300	230
Connecticut .....	175	192	5.00	5.50	371	425	237	225
New York .....	145	75	4.40	3.00	255	225	195	150
New Jersey .....	185	115	5.15	3.10	335	220	235	170
Pennsylvania .....	195	85	5.35	2.75	345	250	260	190
Delaware .....	180	100	...	...	300	225	...	...
Maryland .....	218	95	6.20	3.04	...	...	200	147
Virginia .....	175	95	6.50	3.10	...	...	200	140
West Virginia .....	265	130	7.00	4.00	300	225	300	250
North Carolina .....	160	114	5.14	3.06	235	184	173	194
South Carolina .....	133	170	4.00	5.00	...	...	130	178
Georgia .....	150	164	4.75	6.41	160	171	150	195
Florida .....	...	...	...	...	...	...	120	200
Ohio .....	190	120	...	...	365	215	250	175
Indiana .....	192	138	5.95	3.96	352	258	241	153
Illinois .....	226	163	6.41	4.89	371	317	266	197
Michigan .....	140	80	4.25	2.50	290	230	190	140
Wisconsin .....	184	146	6.20	4.70	...	...	255	...
Minnesota .....	190	164	5.70	...	...	...	...	...
Iowa .....	241	144	6.00	5.50	341	347	306	280
Missouri .....	270	149	...	...	...	...	...	...
North Dakota .....	...	...	...	...	...	...	...	...
South Dakota .....	252	214	...	...	...	...	...	...
Nebraska .....	275	184	6.00	4.87	...	403	...	...
Kansas .....	240	290	7.60	...	320	400	375	400
Kentucky .....	165	125	5.00	3.00	300	225	265	200
Tennessee .....	160	100	4.75	3.40	230	180	165	150
Alabama .....	135	150	4.35	5.80	165	175	135	160
Mississippi .....	...	193	...	...	...	...	...	...
Louisiana .....	100	250	3.90	6.00	250	275	160	256
Texas .....	155	298	...	...	165	310	130	230
Oklahoma .....	140	215	...	...	...	...	130	250
Arkansas .....	160	165	...	...	...	...	175	215
Montana .....	140	200	...	...	...	...	200	...
Wyoming .....	400	318	...	...	...	...	...	...
Colorado .....	170	150	...	...	175	250	200	260
New Mexico .....	140	210	...	...	325	...	225	230
Arizona .....	300	280	...	...	300	350	300	300
Utah .....	115	175	...	...	171	250	203	260
Nevada .....	240	230	...	...	250	...	...	...
Idaho .....	120	150	...	...	175	290	185	320
Washington .....	138	160	...	...	182	280	122	160
Oregon .....	125	145	...	...	250	330	200	160
California .....	150	150	...	...	165	200	160	240
United States ....	171.4	134.8	5.15	3.70	227.5	219.8	175.1	197.9

A surplus list issued by the Westbury Rose Co., Inc., Westbury, L. I., offers some good stock, such as *Rosa multiflora* Japonica for grafting and budding Taxus, Buxus and other choice evergreens.



## THOROUGHLY MATURED, AMERICAN GROWN SEEDLINGS.

We have the location, soil and climate necessary to produce first class, THOROUGHLY MATURED seedlings.

We irrigate, consequently have moisture under control. Stock grows steadily all summer without interruption, and our crisp dry fall weather, with no rains to keep up growth, enables us to mature stock perfectly.

Our location on the Yakima Indian Reservation, far removed from old orchards and forests where our leases are changed every few years, keeps our soil free from pest and disease.

*We can still supply*    **FRENCH PEAR**  
**APPLE SEEDLINGS**    **MYROBOLAN**  
**JAPAN PEAR**        **MAZZARD**

*We guarantee to please you with our stock, grade and pack.*

**WASHINGTON NURSERY COMPANY, Toppenish, Washington**

### DAPHNE CNEORUM

2 and 3 Years

6-8 Inches

8-10 Inches

10-12 Inches

12-15 Inches

**J. W. Adams Nursery Company**

SPRINGFIELD, MASS.

### RICE BROTHERS CO.

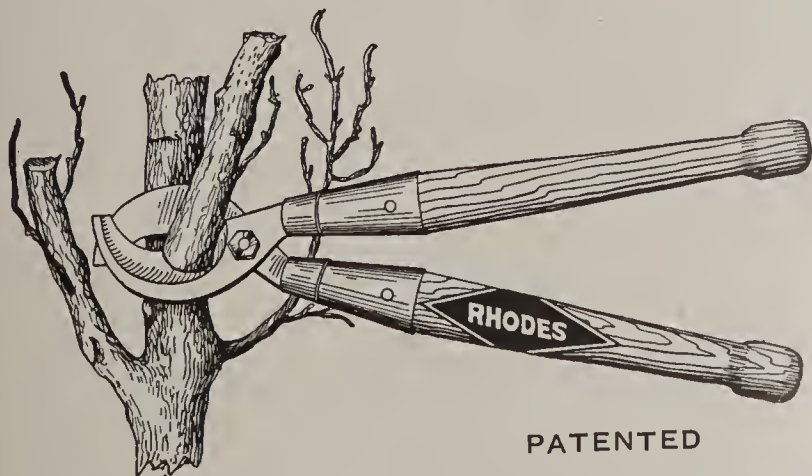
Geneva, N. Y.

A		Fruit trees
General	on	Ornamental trees
Surplus		Shrubs and Roses

Write for prices.

## RHODES DOUBLE .. CUT .. PRUNING SHEARS

In Use Throughout the World



The finest cutting and best made pruner on the market and the only one that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes.

They are advertised in all the leading journals throughout the country and will prove a profitable line for you to handle. All goods delivered.

Send for circular and trade discounts.

**Rhodes Mfg. Co.,** 350 S. Division Avenue,  
Grand Rapids, Mich.

PEARS, Standard and Dwarf.

RASPBERRIES, Plum Farmer, transplanted.

NORWAY and SUGAR MAPLE, Sizes 1½ to 2½ in.

SUGAR MAPLE, 5 to 7 feet, once transplanted, for lining out.

EUROPEAN SYCAMORE—Several fine blocks.

PIN OAK and RED OAK—Sizes 6 to 12 feet.



### EVERGREENS

RETINOSPORA Picifera Aurca, Plumosa and Squarrosa. Sizes up to four feet.

NORWAY SPRUCE—Sizes up to 6 feet.

AMERICAN ARBOR VITAE—Fine block 3 to 5 ft.

*Good supply of many leading varieties of shrubs.*

**W. B. COLE**

Painesville, - - - Ohio.



## QUESTION AND ANSWER COLUMN

Would a course in tree surgery be worth while for a young man who wishes to learn the nursery business? C. B. H.

Practically any subject that will give a knowledge of trees or plants is worth while for a young man who wishes to become a first class nurseryman; but in one sense tree surgery has not a very close connection to the business. The nursery business proper is the propagating and growing of young trees and plants until they become of suitable age to sell while tree surgery consists of doctoring and patching of old cripples. The need for tree surgery is largely due to neglect and lack of attention of trees during some period of their existence. A tree that is properly cared for when it is damaged by limbs being broken off, by storms and other causes, rarely has cavities that have to be chiselled out and sealed with foreign substances. When the bough of a tree becomes broken, if properly pruned off close to the trunk, the cambium layers will cover it healing the wound. It is only when short spurs left by broken branches and other accidents create a condition that allows fungus decay to set in it makes it sometimes necessary to have them treated and sealed to prevent further decay.

Even in these instances of the cavities are properly cleaned the decayed wood being chisled away and treated so that moisture will not lodge in them then painted, the same end is attained except that it does not look so well and if the cavity is large it gives no surface for the cambium layers to cover and form any bark.

Tree surgery has its proper place in rare and hard wood trees that have taken years to grow but it has become rather a fad of late years; through many going into the business that it has been largely overdone through its advocates putting costly work on trees that are not worth it. A thorough knowledge of correct tree pruning would be found to be a much more valuable course of study and practice and in closer connection with the nurserymen's work.

What is the best way to protect hybrid tea roses? J. C. M.

Everything considered, the mounding of soil around rose bushes seems to be the better way to protect those that are liable to be injured in the winter. It is next to impossible to preserve all the wood from winter injury, but providing the base of the plant is brought through in good condition, killing of the tops of the branches does not materially affect the welfare of the plant. It is customary to prune rose bushes back in the spring anyhow, so if the wood of the lower part of the plant can be kept in a plump healthy condition and be pruned back to a good live bud, the freezing of the tops is immaterial. Just before winter sets in, draw the earth around the plants and if the plants are so close as not to give ample room without disturbing their roots in earthing them up, add more soil to the bed.

Should additional soil be needed, of course it will be better to use that of a sandy loose nature; even ashes or sand will do and may be removed in the spring when the plants are uncovered.

Standard roses should be dug around, laid over on the side and the tops covered with soil as it is very essential to protect well the point where the rose is grafted on the stock. Before leaving the job be sure that the surface is drained so that water will not accumulate and form ice, as this condition is always bad with any kind of plants. Covering with leaves, straw and such material is very likely to make a harbor for mice and other vermin which destroy the plants, but if well earthed up the addition of this material may be added if thought necessary.

Washington, D. C., October 3, 1921.—The Bureau of the Census, of the Department of Commerce, announces, subject to correction, the following preliminary figures from the 1920 census of agriculture for the United States, with comparative figures for the preceding census:

Acreage and Production of Small Fruits in the  
United States, 1919 and 1909

	Acres	Production (quarts)
Strawberries—		
1919 .....	119,395	176,931,550
1909 .....	143,045	255,702,035
Raspberries—		
1919 .....	50,278	49,210,447
Loganberries—		
1919 .....	3,978	12,123,062
Raspberries and Loganberries—		
1909 .....	48,668	60,918,196
Blackberries and Dewberries—		
1919 .....	46,165	39,945,078
1909 .....	49,004	55,343,570
Cranberries—		
1919 .....	16,804	35,260,291
1909 .....	18,431	38,243,060
Currants—		
1919 .....	7,379	7,722,817
1909 .....	7,862	10,448,532
Other Berries—		
1919 .....	5,085	3,903,723
1909 .....	5,450	5,910,470
Total—1919 .....	249,084	325,096,968
1909 .....	272,460	426,565,863

"Treatment of Ornamental White Pines Infected with Blister Rust" is the subject of Department Circular No. 177, United States Department of Agriculture. The circular emphasizes the need for prompt action in treating infected trees, and contains many excellent illustrations pertinent to the subject.

### NURSERY STOCK INVESTIGATIONS

By L. B. Scott

*Meeting of the Southern Association of Nurserymen,  
Chattanooga, Tenn., September 7 and 8, 1921.*

Mr. Chairman, Members of the Southern Association of Nurserymen, Ladies and Gentlemen:

It gives me a great deal of pleasure to meet with you today. I had the pleasure of attending your Atlanta meeting several years ago. At that meeting one of your members, H. H. Hume, of Glen Saint Mary, Florida, presented a foreeful paper in which he urged the necessity of nurserymen and of investigators, both state and federal, giving their thought and attention to developing in America not only ornamental stocks but fruit tree stocks as well. The sentiments expressed by Mr. Hume were later voiced by other far-seeing men in the nursery busi-



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*We can use Cherry, Apple or other stock in exchange for the above.*

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Ligustrum ovalifolium 1½ to 2 and 2 to 3 ft.

Climbing roses, all best leading varieties.

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Arbor Vitae—Hoveys Golden	Juniper Tamariscifolia
Arbor Vitae—Pyramidalis	Norway Spruce
Arbor Vitae—Siberian	Pinus Mugho
Arbor Vitae—Tom Thumb	Pinus Flexilis
Arbor Vitae—Orientalis	Pinus Ponderosa
Arbor Vitae—Geo. Peabody	Pitch Pine
Austrian Pine	Pinus Densifolia
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Biota	Red Spruce
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ness in different parts of the country. Federal Horticultural Board Quarantine No. 37 had just gone into effect. The Horticultural Board which represents the regulatory branch of the Department was severely criticized by many nurserymen. We in the office of Horticultural and Pomological Investigations of the Bureau of Plant Industry, which in a general way, represents the horticultural production interests of the country were also criticized because we could not give very definite information regarding methods of raising stocks.

We at least had a good alibi. While we had long felt that the nursery business of this country was not on a sound economic basis, with one part of the tree often raised in Europe and the finishing process accomplished in this country, and while we had advocated the need of systematic studies of nursery practices in this country, no money had been appropriated for this purpose.

With the passage of the Federal Horticultural Board Quarantine Order No. 37, a few leading nurserymen in the country began to see that in addition to an agency which was serving as the regulatory arm of the Department in preventing nurserymen from introducing dangerous diseases and insect pests, there should be another agency working in close cooperation with the nurserymen in attempting to develop methods of raising even a better grade or better quality of stock than we had been in the habit of importing. And, so largely as a result of this feeling a special item of \$20,000 was secured last year for Nursery Stock Investigations. The same sum is carried in the Agricultural bill for the present year. The item reads as follows:

"For investigating, in cooperation with States or privately owned nurseries, methods of propagating fruit trees, ornamental and other plants, the study of stocks used in propagating such plants and methods of growing stocks, for the purpose of providing American sources of stocks, cuttings, or other propagating materials, \$20,000."

A large order to be covered with a small appropriation. Nevertheless it represents a beginning. With such a limited appropriation we of course will not begin to cover the entire field of nursery stock investigations.

A survey of European nursery conditions was made by Dr. L. C. Corbett who is in charge of the Office of Horticultural and Pomological Investigations during the summer and fall of 1920, and during the last spring the speaker made a rather extensive survey of nursery practices in this country. As a result of these trips, we decided that our best plan would be to concentrate on a few sub-projects, concerning which we already had some preliminary information.

All of our nursery investigations, this year, are conducted at Bell, Maryland, adjoining the tract where Dr. W. W. Van Fleet conducts his rose-breeding work. In fact, Dr. Van Fleet's salary is carried for a part of the year on our Nursery Stock payroll and we feel we are especially fortunate in being able to utilize Dr. Van Fleet's great fund of information regarding rose species and varieties. It is very doubtful whether we could have attempted our rose stock sub-project if it had not been for the hearty cooperation we have received from Dr. Van Fleet, and the assistance, both in the form of cooperation which he has given us and permission to utilize

many of his specimen plants and hybrids in our work.

Associated with me in a full-time capacity, is Mr. G. E. Yerkes, a graduate of the Kansas Agricultural College, the Yale Forestry School, and who has had considerable experience both as a nurseryman and florist. In addition we have one clerk and one unskilled laborer who devote their entire time to work in connection with the nursery stock project as well as a propagator who gives part time to this work. We hope before the year is over to add a scientific assistant to our staff.

One thing that may be said to be possibly a favorable condition in having a small appropriation is that we are forced to work with limited equipment and, to a certain extent, we can get the viewpoint of the small nurseryman. It is true that we hope for increased appropriation so that we can add greenhouse facilities to our present equipment, and also carry on some physiological and histological investigations which should go hand in hand with our propagation studies.

Our important sub-projects may be grouped under the following headings:

- (1) Comparison of growth of apple seedlings from different sources;
- (2) Propagation of apples, pears and other fruits by root cuttings, and
- (3) Comparison of a number of Tea and Perpetual roses on some promising new stocks.

Under the comparison of growth of apple seedlings from different sources we have purchased seedlings from a number of commercial sources, seedlings imported from abroad, seedlings purchased in Kansas, raised from imported seed, seedlings raised in this country from Minnesota and Vermont seed. While selections will be made from these two-year-old seedlings late this year, up to date we find the seedlings which have made the best growth are those which have come from northern seed, either Minnesota or Vermont. There is, of course, individual variation within these groups as would naturally be expected as the term "Minnesota Crab Seeds" may include seeds of Wealthy, Northwestern Greening, Okabeena, and in fact any apple grown in Minnesota. Next year we hope to include seedlings grown in the Yakima valley of Washington.

If it were possible to find some one variety that produced uniform seedlings, this might solve our stock problem with apples. Unfortunately, even though such a variety were found whose seedlings had outstanding characteristics which made them desirable for use as stocks, with present methods of seed extraction, it is exceedingly doubtful if nurserymen would be able to secure seeds in sufficient quantity for many years.

Nevertheless, the variation which we find in individual root stocks must be responsible for many of the stunted orchard trees we have. Investigations which our Office of Horticultural and Pomological Investigations has conducted has shown that many variations which we find in established orchards of citrus fruits such as trees bearing poor quality or off-type fruit has been due to a lack of selection or faulty selection of bud wood on the part of the nurserymen propagating the trees. We believe that this faulty method of using stocks from miscellaneous sources cannot help also but have a marked



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Rugosa stems 5-6 and 6-7 feet  
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effect on the orchard tree. What is the actual effect of stock on scion no one can tell, but undoubtedly the stock does influence the character of growth of the tree and the development of the root system if nothing else.

A very striking example of the effect of stock on scion is shown in the work of Prof. Hatton, an English experimenter who has worked with Paradise stocks. He has taken the same bud stock, placed one bud on one strain of Paradise and produced a small dwarf tree; he has taken another bud and placed on a second strain and secured a medium sized tree; he has taken another bud and placed on a third strain and secured a tree as large as a standard orchard tree. Now he is working with a stock which is propagated vegetatively. Think how much greater chance for variation there is in the case of seedling stocks where each seedling represents, theoretically at least, a distinct variety. For this reason we are intensely interested in the possibility of vegetatively propagating root stocks and also varieties as well.

The propagation of apples by hardwood cuttings has been undertaken a number of times. Probably the most extensive work of this kind has been that of Prof. Shaw

of the Massachusetts Agricultural Experiment Station. The difficulty with this method of propagation has been the relatively small number of cuttings which root. Propagation of certain varieties of pears by hardwood cuttings was formerly practiced in the South, but was never undertaken elsewhere. Direct propagation of certain plum varieties by layering has been demonstrated to be commercially practicable.

(Continued Next Month)

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**WANTED**—Experienced nurseryman, preferably married, to run small nursery. In answering, state experience, nationality, and salary expected. In stating salary, take into consideration that a five room house will be furnished and that all vegetables may be used from the garden.

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Required by the ACT OF CONGRESS OF AUGUST 24th, 1912

Of the NATIONAL NURSERYMAN, published monthly at Hatboro, Pa., for October 1, 1921.

State of Pennsylvania,  
County of Montgomery.

Before me, a Notary Public, in and for the State and the county aforesaid, personally appeared Thomas B. Meehan, who, having been duly sworn according to law, deposes and says that he is the Business Manager of the NATIONAL NURSERYMAN, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation) etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24th, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse side of this form: to wit:

1. That the names and addresses of the publisher, editor, managing editor and business managers are:

Publisher—THE NATIONAL NURSERYMAN PUBLISHING CO., INC., Hatboro, Pa.

Editor,—ERNEST HEMMING, Flourtown, Pa.

Managing Editor,—None.

Business Manager,—THOMAS B. MEEHAN, Dresher, Pa.

2. That the owners are:

Thomas B. Meehan, Dresher, Pa.

James McHutchison, Jersey City, N. J.

Penrose Robinson, Hatboro, Pa.

O. E. C. Robinson, Hatboro, Pa.

Albert F. Meehan, Dresher, Pa.

3. That the known bondholders, mortgagees and other security holders owning or holding 1 per cent. or more of total amount of bonds, mortgages, or other securities are: NONE.

THOMAS B. MEEHAN, Business Manager.

Sworn to and subscribed before me this 13th day of October, 1921.

Sarah E. Yerkes, Notary Public.

(My commission expires April 1st, 1923.)

ESTABLISHED 1893

# THE NATIONAL NURSERYMAN

INCORPORATED 1902

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Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania, to whom all correspondence pertaining to the Editorial Department, should be addressed.

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Trees and Perennials. Bay Trees, Boxwood, Rhododendrons,  
Andromedas, Ericas and Azaleas.  
Send us your want list. Inspect our stock.

### PEACH SEED

Prices on request.

Prompt shipment.

Supply Limited.

Screened or Unscreened.

**J. Van Lindley Nursery Co.**

Pomona, N. C.

## SCARFF'S NURSERY

Headquarters for

### Small Fruit Plants

and LINING OUT STOCK

1400 Acres "At it 25 Years"

We offer for fall 1921 a good assortment of the following stock and will be pleased to submit prices on your want list.

Strawberries	Grape Vines	Hardwood Cuttings
Raspberries	Iris	Barberry Seedlings
Blackberries	Privet	Calycanthus Seedlings
Dewberries	Spirea	Althea Seedlings
Currants	Volga Poplar	Asparagus
Rhubarb	Horseradish	Gooseberry Layers

See wholesale list before placing your order.

W. N. SCARFF & SONS

NEW CARLISLE

OHIO

## The Gardeners' Chronicle

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The BEST and OLDEST horticultural paper in England. Price 6½d per week.

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Wishing to do business with Europe should send for the

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This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, \$1.00. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

HORTICULTURAL ADVERTISER, Ltd.

Lowdham, Notts, England

## HORTICULTURE

A WIDE-AWAKE PAPER FOR

NURSEYMEN, FLORISTS AND GARDENERS

Contains special features not found in any other trade journal.

Issued twice a month.

Price, \$1.00 a year.

**Horticulture Publishing Company**

739½ Boylston St., Boston.

## Champion Nurseries, Perry, Ohio

Offer the following stock:

Peach, Pear, Plum and Cherry

Grape vines and small fruit plants

Shade and Ornamental Trees

Shrubs, Vines, Peonies, etc.

**H. J. Champion & Son, Perry, Ohio**

### Native Broad-leaved EVERGREENS

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous Plants of the Blue Ridge Mountains, including: *Kalmias*, *Rhododendrons*, *Leiophyllums*, *Andromedas*, *Tsugas*, *Azaleas*, *Corylus*, *Oxydendron*, *Zanthorhiza*, *Ampelopsis*, *Lonicera*, *Shortia*, *Iris*, *Liliums*, *Stenanthium*.

Approximately 500 species

Collections to Order in Carlots a Specialty  
Correspondence from large planters solicited.

ASK FOR PRICE LIST

**E. C. ROBBINS, PINEOLA,**

Avery County

North Carolina

#### TREES

Largest assortment in New England. Evergreens, deciduous trees, both common and rarer varieties.

Sturdy, choice stock that can be depended upon. Send for catalog and special trade prices.

**The Bay State Nurseries**

North Abington  
Mass.

#### SHRUBS

This New England soil and climate produce fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists let us est.



# Y E S

We still have a  
large stock of

## EVERGREENS

Including a good  
supply of the scarce  
medium sizes.

Trees and Shrubs also.

We are headquarters  
for *Taxus Canadensis*,  
*Pinus Mughus*, *Rhodo-*  
*dendron Carolinianum*  
and *Azalea Kaempferi*.

FRAMINGHAM NURSERIES  
Framingham, Mass.

## Raspberry, Blackberry

### and other Small Fruit Plants

in large supply

Special prices for fall shipment

*J. T. LOVETT, Little Silver, N. J.*

## HILL'S EVERGREENS

Since 1855

For Fall 1921 and Spring 1922 delivery we have a large stock of choice and rare varieties of Evergreens for nursery planting. We also have a good supply of Deciduous Trees and Shrub stock for lining out. Careful packing given special attention. Trade List for Nurserymen only is now ready.

**The D. Hill Nursery Co., INC.**

Evergreen Specialist---Largest Growers in America

Box 401.

Dundee, Illinois.

## NURSERY BANDS

Manufacturers of

### STEEL BOX STRAPPING

FOR

### NURSERY PURPOSES

AN ESSENTIAL TO FINISH YOUR JOB

AT A NEGLIGIBLE PRICE.

STANDARD SIZES USED BY NINETY

PERCENT OF THE NURSERY TRADE ARE

8 in. X 1 in. AND 12 in. X 1 in.

ANY SIZE CAN BE FURNISHED

WRITE FOR PARTICULARS

**American Steel Band Co.,**

888 Progress Street,

PITTSBURGH, PA.

## "Getting Back to Normalcy"

For Fall we will be able to supply our customers with the varied line of Trees, Shrubs, and Herbaceous Plants that they will need.

Fall Price List ready in September.

**Thomas B. Meehan Co.**

Wholesale Nurserymen

Dresher, Penna.

## Peonies A SPECIALTY

The cream of 1200 sorts

Some extra new ones

**THE WORLD'S BEST!**

Eighteen Acres

Write for our List

Cannas, Dahlias and Gladioli

**C. BETSCHER, Dover, O., U. S. A.**

When writing to Advertisers please mention the National Nurseryman.



## FRUIT TREES

### PEACHES—1-year budded

25000 Elberta  
20000 Carman  
10000 Hiley  
5000 Ray  
20000 Belle of Georgia  
5000 J. H. Hale  
5000 Mamie Ross

### CHERRIES—2-year budded

1000 Early Richmond  
1000 Montmorency  
APPLES—2-year  
1000 Yellow Transparent  
1000 William's Early Red  
5000 Delicious  
5000 McIntosh

20000 Stayman  
2000 Paragon  
2000 Rome Beauty  
5000 Gano  
1000 Winesap  
500 R. I. Greening  
KIEFFER PEAR  
5000 2-year budded

## FLOWERING SHRUBS

850 Coral Berry  
500 Dogwood, Red-twigged  
1000 Deutzia crenata  
1000 Deutzia, Pride of Rochester

1000 Deutzia, Double White  
400 Mock Orange, Common  
200 Rose of Sharon, Assorted Colors  
200 Sweet-scented Shrub

1000 Spiraea Van Houttei  
300 Spirea, Anthony Waterer  
100 Weigela amabilis alba  
500 Weigela rosea

## SHADE TREES

5000 Maple, Norway,  
10 to 12 ft., 1½ to 1¾ in.  
8000 Maple, Norway,  
12 to 14 ft., 1¾ to 2 in.  
7500 Maple, Norway,  
14 to 16 ft., 2 to 2½ in.  
9000 Maple, Norway.....2½ to 3 in.  
5000 Maple, Norway.....3 to 3½ in.  
2000 Maple, Norway.....3½ to 4 in.  
400 Maple, Norway.....4 in.  
100 Oak, Pin.....5 to 6 ft.

1000 Oak, Pin.....6 to 7 ft.  
1000 Oak, Pin.....7 to 8 ft.  
500 Oak, Pin.....8 to 10 ft.  
100 Oak, Pin.....10 to 12 ft.  
6000 Plane, Oriental  
8 to 10 ft., 1¼ in.  
7000 Plane, Oriental  
10 to 12 ft., 1½ in.  
8000 Plane, Oriental  
12 to 14 ft., 1¾ in.  
5000 Plane, Oriental  
14 to 16 ft., 2 in.

3500 Plane, Oriental.....2½ in.  
3500 Plane, Oriental.....3 in.  
500 Poplar, Carolina.....6 to 8 ft.  
1500 Poplar, Carolina.....8 to 10 ft.  
1500 Poplar, Carolina.....10 to 12 ft.  
400 Poplar, Lombardy....6 to 8 ft.  
1500 Poplar, Lombardy....8 to 10 ft.  
1500 Poplar, Lombardy...10 to 12 ft.  
1000 Walnut, Black.....5 to 6 ft.  
1000 Walnut, Black.....6 to 7 ft.

## SPECIMEN EVERGREENS

15 Fir, Cephalonian.....10 ft.  
20 Fir, Cephalonian.....9 ft.  
50 Fir, Cephalonian.....8 ft.  
150 Fir, Cephalonian.....6 ft.  
300 Fir, Nordmann's.....6 ft.  
300 Fir, Nordmann's.....5 ft.  
300 Fir, Nordmann's.....4 ft.  
300 Canadian Hemlock.....6 ft.  
400 Canadian Hemlock.....5 ft.  
300 Canadian Hemlock.....4 ft.  
500 Canadian Hemlock.....3 ft.  
100 Juniper, Schott's.....6 ft.  
50 Retinospora,  
Golden Pea-fruited.....8 ft.  
50 Retinospora,  
Golden Pea-fruited.....7½ ft.  
100 Retinospora,  
Golden Pea-fruited.....7 ft.  
100 Retinospora,  
Golden Pea-fruited.....6 ft.  
200 Retinospora,  
Japanese Pea-fruited...6 ft.  
200 Retinospora,  
Japanese Pea-fruited...5½ ft.  
300 Retinospora,  
Japanese Pea-fruited...5 ft.  
300 Retinospora,  
Japanese Pea-fruited...4½ ft.  
50 Retinospora,  
Japanese Graceful.....7 ft.  
50 Retinospora,  
Japanese Graceful.....6 ft.  
300 Retinospora,  
Japanese Plumelike.....6 ft.

400 Retinospora,  
Japanese Plumelike....5½ ft.  
300 Retinospora,  
Japanese Plumelike....5 ft.  
300 Retinospora,  
Japanese Plumelike....4½ ft.  
300 Retinospora, Japanese  
Golden Plumelike.....8 ft.  
300 Retinospora, Japanese  
Golden Plumelike.....7½ ft.  
400 Retinospora, Japanese  
Golden Plumelike.....7 ft.  
300 Retinospora, Japanese  
Golden Plumelike.....6½ ft.  
400 Retinospora Obtusa.....6 ft.  
300 Retinospora Obtusa.....5½ ft.  
300 Retinospora Obtusa.....5 ft.  
300 Retinospora Obtusa.....4½ ft.  
300 Retinospora,  
Veitch's Japanese.....8 ft.  
300 Retinospora,  
Veitch's Japanese.....7½ ft.  
300 Retinospora,  
Veitch's Japanese.....7 ft.  
300 Retinospora,  
Veitch's Japanese.....6½ ft.  
150 Pine, Austrian.....5 ft.  
250 Pine, Austrian.....4 ft.  
300 Pine, Austrian.....3 ft.  
20 Pine, Scotch.....8 ft.  
20 Pine, Scotch.....7 ft.  
50 Pine, White.....4 ft.  
150 Pine, White.....3½ ft.

500 Spruce, Norway.....12 ft.  
600 Spruce, Norway.....10 ft.  
1200 Spruce, Norway.....9 ft.  
2000 Spruce, Norway.....8 ft.  
2000 Spruce, Norway.....7 ft.  
1200 Spruce, Norway.....6 ft.  
75 Spruce, White.....12 ft.  
75 Spruce, White.....10 ft.  
50 Spruce, Oriental.....5 ft.  
50 Spruce, Oriental.....4 ft.  
8 Spruce, Douglas.....8 ft.  
100 Spruce, Douglas.....7 ft.  
100 Spruce, Douglas.....6 ft.  
300 Arborvitae, American...10 ft.  
600 Arborvitae, American...9 ft.  
900 Arborvitae, American...8½ ft.  
1800 Arborvitae, American...8 ft.  
1600 Arborvitae, American...7½ ft.  
1800 Arborvitae, American...7 ft.  
900 Arborvitae, American...6 ft.  
1000 Arborvitae, Chinese....9 ft.  
1000 Arborvitae, Chinese....8 ft.  
1500 Arborvitae, Chinese....7 ft.  
1000 Arborvitae, Chinese....6 ft.  
25 Arborvitae, Fernlike....8 ft.  
25 Arborvitae, Fernlike....7 ft.  
50 Cedar, Blue Virginia...8 ft.  
25 Cedar, Blue Virginia...7 ft.  
10 Cedar, Indian.....15 ft.  
20 Cedar, Indian.....12 ft.  
100 Cedar, Red.....8 ft.  
200 Cedar, Red.....7½ ft.

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland





# THE NATIONAL NURSERYMAN



DECEMBER 1921

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

### I. E. Ilgenfritz' Sons Co.

Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## Mount Arbor Nurseries,

—30 Years at Shenandoah—

Large acreage.—Large assortment.

We pride ourselves in having old and experienced help. Our grading and method of handling our stock will suit you.

We have a fine assortment of Fruit Trees, Small Fruits, Shade and Ornamental Trees, Ornamental Shrubs, Vines, Roses, Evergreens, and Forest Tree Seedlings.

AND REMEMBER, we have a fine lot of Fruit Tree Stocks this year—

American Grown Apple and Japan Pear  
French Grown—Apple, Mahaleb, Mazzard  
Myrobolan, Pear, Quince, Rose Stocks  
Manetti and Multiflora

We can offer French Stock for direct shipment  
SHENANDOAH or FRANCE

LET US QUOTE ON YOUR WANTS

## MOUNT ARBOR NURSERIES

E. S. WELCH, Pres.

SHENANDOAH, IOWA.

## Strawberry Plants

Everbearing and Standard

From November 1 to May 1

We can supply you healthy true-to-name, well-rooted plants. Fresh dug every day. Can ship to you or direct to your customers. Let us handle your Strawberry plant business this year. Our plants please our customers. They will please yours. Write for trade prices.

### The W. F. Allen Company

Strawberry Specialists,

Salisbury,

Maryland

## STOP! LOOK! LISTEN!

Are you going to be disappointed in your wants, or will you reserve your stock now from our complete assortment of

SHRUBS and VINES.

BARBERRY THUNBERGII

PRIVET, California and Amoor River North

FRUIT and ORNAMENTAL TREES, Full Line.

ROSES, H. P. and CLIMBING, Best Kinds

RHUBARB, Fine Lot.

SEEDLINGS, CONNECTICUT GROWN.

BARBERRY THUNBERGII, AMPELOPSIS VEITCHII, WICHURIANA ROSE, SILVER MAPLE, and MULTI-FLORA JAPONICA, which is the BEST AMERICAN ROSE STOCK FOR BUDDING.

FOREIGN STOCKS, French grown, Apple, Mahaleb and Pear Seedlings. Rooted Manetti and Quince Cuttings, quoted at Manchester, Conn.

Prompt orders will enable us to give you the best assortment and service.

DELAYS ARE EXPENSIVE

If you don't get our bulletins, which are moving frequently now, write us.

## C. R. BURR & COMPANY

Manchester, Conn.



The  
Preferred  
Stock



The  
Preferred  
Stock

## FIRST CALL FOR SPRING

### Bulletin No. 1 Issued Now

Grade counts and inventory not entirely complete, but far enough advanced to give a fair idea of assortments available for immediate or spring delivery.

If your copy hasn't reached you, ask us for it. It is the first of a series to be mailed every little while through the winter and spring. This one shows a very complete assortment and includes some mighty scarce items. It's a good idea to make sure on some things. Reservation orders,—filed now,—protect your spring deliveries.

## Jackson & Perkins Company WHOLESALE ONLY

Newark, - - New York State.

The  
Preferred  
Stock

The  
Preferred  
Stock

## Bunting's Nurseries

G. E. Bunting & Sons, *Proprietors*

Selbyville - Delaware

OFFER FOR DELIVERY  
Fall 1921 and Spring 1922

STRAWBERRY PLANTS  
DEWBERRY PLANTS  
GRAPE VINES  
PEACH TREES  
CALIFORNIA PRIVET HEDGE  
PROPERLY GRADED QUALITY STOCK

Correspondence Solicited

We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

COLLECTORS OF TREE SEEDS

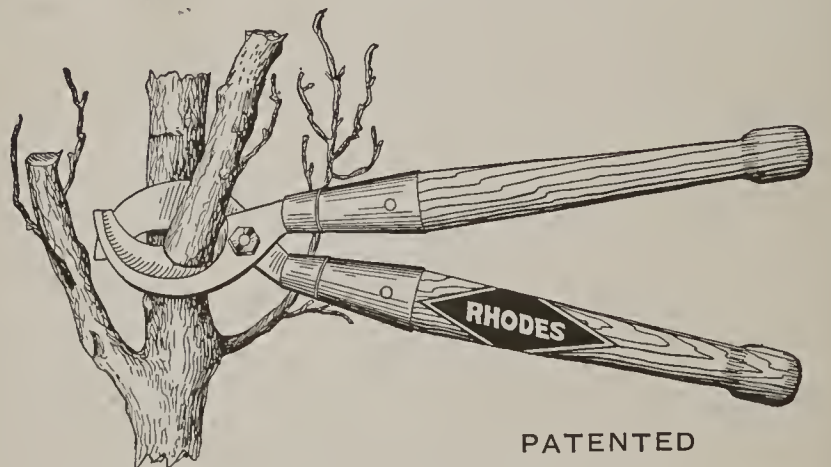
THE  
North-Eastern Forestry Co.

CHESHIRE  
...Connecticut...

Subscribers to "Nurserymen's Fund for Market Development."

## RHODES DOUBLE PRUNING SHEARS .. CUT ..

In Use Throughout the World



The finest cutting and best made pruner on the market and the only one that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes.

They are advertised in all the leading journals throughout the country and will prove a profitable line for you to handle. All goods delivered.

Send for circular and trade discounts.

Rhodes Mfg. Co., 324 S. Division Avenue,  
Grand Rapids, Mich.



# PAINESVILLE NURSERIES



## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

Subscribers to "Nurserymen's Fund for Market Development."

When writing to Advertisers please mention the National Nurseryman.



**J. H. SKINNER & CO.****Topeka Kansas.**

We offer for very late fall or early spring shipment:

Apple trees, 2 years. Peach trees, 1 year.

Plum on Peach, 1 year. Keiffer Pear, 2 years.

Gooseberries, 1 year, strong plants.

Rhubarb, Myatt's Linnaeus, divided roots.

Apple Seedlings, Japan Pear Seedlings.

Forest Tree Seedlings

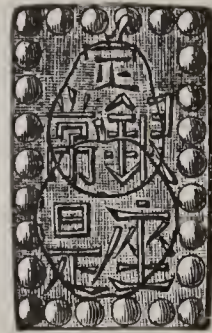
**SHADE TREES**

Elm, all sizes up to 2½ inches.

Soft Maple, Ash.

Amoor River Privet 12-18 in., 18-24 in., 2-3 ft.

Spiraea Van Houtti 12-18 in., 18-24 in., 2-3 ft.,  
3-4 ft.

**Heikes—Huntsville—Trees**

This season we are boasting about our

TWO YEAR PEAR, as fine as we have ever grown.

ONE YEAR PEACH, splendid trees, standard varieties.

PRIVETS—all kinds—we are headquarters for these this year.

Of course, we have our usual supply of fruit trees, roses, shrubs, etc.

The growing season with us has been ideal thus far and our stock looks unusually well.

Trade list now ready. If you have not received yours write for same.

**THE HUNTSVILLE WHOLESALE NURSERIES, INC.,**  
HUNTSVILLE, ALA.

**A**  
**Complete Assortment**  
of  
**NURSERY STOCK**

Apple, Peach, Pear, Plum

Cherry and Quince

Small Fruits

Ornamental Trees

Shrubs

Evergreens

Paeonies

Perennials

Roses

**W. & T. SMITH COMPANY**

Geneva, N. Y.

74 Years

1000 Acres

Write for special prices

Subscribers to "Nurserymen's Fund for Market Development."

**A Complete**  
**Variety of**  
**Nursery Stock**



60000

Norway and American Elm  
fine stock in car load lots or less



**C. M. Hobbs & Son**

BRIDGEPORT

Indiana



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXIX.

HATBORO, PENNA., DECEMBER 1921

No. 12

## Christmas Trade

Unless the nurseryman runs a combined nursery and florist business, as many of them do especially near large cities, his business is at a standstill during the holidays, his principal job being keeping down overhead, figuring up his profits of the past season or worrying where he can borrow money to carry him through till payments begin to come in the following spring.

The chief complaint against the nursery business is that it is such a seasonable one, there is not enough profitable work to keep the help employed it is necessary to carry during the winter.

The period of harvest is so short that any side issue that would help to keep down expenses in the off season would be of material help.

The Christmas holidays are the period of harvest for so many lines of merchandise that it does seem as if the nurseryman had failed to take advantage to the same degree, as other trades, in catering to the buying spirit of this season. Doubtless there are some nurseries that it is out of the question to introduce the side line to handle at this period of the year without interfering seriously with their special line. There are others, however, and many of them, and so situated that growing of certain lines for the Christmas trade could be done to an advantage without interfering with their regular lines.

In analyzing possibilities along this line the first thing that comes to mind is Christmas trees. While it may not be possible to compete with the Balsam Fir shipped from the northern woods in such quantities there is always a demand for a little different supply along this line in the form of choicer types of Christmas trees growing in tubs. The demand is rather for small plants nicely proportioned, to set on a table. Other evergreens for interior and porch decorations are also in demand.

Before Quarantine 37 went into effect a large business was done in berried English Holly in tubs, which brought very fancy prices around Christmas. Incidentally it was as easy to get twenty dollars for a five-foot English Holly well berried before Christmas as it was to get five dollars for the same plant for setting out in the grounds in spring. There is no evidence that nurserymen have attempted to produce hollies on this side for the same purpose. Perhaps advocates of Quarantine 37 can tell us the reason. Among other items which are offered by the florist trade and which the nurseryman should be the producer are, boxwood sprays, of which there is an annual increasing demand. Laurel festooning suggests possibilities if handled on a large scale by nurserymen situated in the right localities for raising it, in spite of the fact that such material comes from the woods. Cut American Holly is used in large quantities. While there seems to be a plentiful supply it goes without saying

that in time such wholesale destruction as must now be going on to supply the Christmas demand, must ultimately exhaust it. Galax leaves, wild smilax and the leaves of *Magnolia grandiflora* come from the south and perhaps are hardly worth considering from the nurseryman's point of view. Dagger and fancy ferns suggest a possibility if the nurseryman has a suitable location. The thought has often come to the writer that there is room for a good hardy fern specialist who would build up a plant for the purpose of raising these plants in quantity from spores and growing them in quantity.

Collected ferns from the woods which seem to be the only source of supply for planters is a poor one at the best. There seems to be possibilities of a tremendous trade that could be worked up and supply the Christmas trade with fronds of the evergreen kinds which would be no small part of the business. Another item among florists' supplies is suggested by the dried grasses that are used for decorative purposes.

When one sees advertisements offering special assortments of these items \$25, \$50 and \$100, it shows that someone is furnishing them and why not the nurseryman. It certainly would be worth investigating to find out if they would not make a side line that would fit in and help him over his dull season.

Hemlock branches are among the florists' supplies and suggest other decorative evergreens which may be used for the same purpose.

It is up to the nurseryman to think up suitable material for decorative purposes during the holidays, grow it and be able to supply it in quantity. There is little doubt but the enterprising florist decorators would soon develop a market for it.

The many forms of English Ivy have possibilities along this line, the berried plants, especially those which hold their berries for any length of time after being cut.

*Celastrus scandens* is one of these and has a fine decorative value.

It would be interesting to know if it was a nurseryman or a florist that first saw the commercial possibilities of the pussy willow along this line, which is being used in increasing quantities at Easter. This suggests the *Jasminum nudiflorum* being used in the same way. Cut branches can be brought into flower when brought into the warmth, almost any time during the winter.

The Forsythias, *Pyrus japonica*, *Lonicera fragrantissima* are promising plants to experiment with, and right in line with the nurseryman's work.

The yellow and red-twiggled dogwoods and some of the willows properly grown and handled might find favor with the decorators. *Mahonia aquifolia* has beauti-



ful foliage and could no doubt be made to pay if grown in quantity for cut sprays.

It is to the man who thinks, experiments and attempts that usually wins out, as soon as he proves a thing a success he will have many imitators.

## NURSERY AND SEED CATALOGUES SHOULD BE MAILED AT THE POUND RATE

*Extract From an Address By J. Horace McFarland Before a Recent Meeting of the Postmasters' Association Held in Washington, D. C.*

The transportation of intelligence through the mails is admittedly the backbone of commerce as well as the bulwark of national safety. Each advance in transportation has been eagerly availed of by the devoted men who have made the postoffice truly the arterial system of our national life, pulsing with the blood of a hundred million hearts. The fastest horses carried the mails until the faster railroad trains further speeded them. Our trans-Atlantic passenger service has depended less on passengers than on the mail bags to induce speed and certainty. Pneumatic tubes barely preceded the use of automobile trucks for quickening the local handling of mails in the great cities. Wings have been added in the airplane mail service, now a commonplace thing to the postoffice, and when anything faster is invented, it will have a mail-bag on its tail very promptly.

Perhaps the one greatest advance, the one most notable facilitation of the service, occurred when a pound rate was established for periodical publications, and the weight and stamp consideration was transferred from the single item to the full mail-bag.

We have failed to advance at all, in the two generations in which I have known the postoffice, in the legal and official regulation for handling the vast volume of printed mail included in the third class. So far as the facility and expedition and accommodation to your business are concerned we are handling third-class matter in the era of the stage-coach, not that of the airplane. We still lick and stick stamps on most of the billion of circulars, catalogs, pamphlets and similar items, just as we did when the volume of it going through the postoffice in a year was hardly as great as that now most expensively, laborious and inconveniently handled in a day.

### WHY NOT A POUND RATE FOR THIRD-CLASS MATTER?

Let me at once insist that this suggestion does not imply any reduction of the rate of postage now charged for third-class matter, nor does it propose to enter upon the question of zoning of such matter. I simply propose that we stop printing, storing, distributing, accounting for, selling, affixing and cancelling a large proportion of the stamps required to indicate postage prepayment on the vast volume of direct advertising matter daily through the mails, and that in so doing we stop penalizing the paper maker, the printer and the business world. Of course I refer only to such matter as brought to the postoffice in definite quantities. Stamps would continue to be used for single and small mailing and for convenience.

The present "permit" arrangement for the mailing of catalogs and other advertising or of the supplying under certain conditions of precancelled stamps are good as far as they go, but they do not go far enough, nor do they

touch the basic injustice of the antiquated system which now handicaps business.

It happens that I am closely familiar through a lifetime of relationship with the seed and nursery trade of the country, which closely underlies the food we eat, so far as it grows in or from the fertile earth. Bread and potatoes, beans and corn, apples and oranges, and all the other vegetables and fruits, and indeed all the improved forage plants which support the sheep and cattle that supply the most of our animal foods, are grown from seeds or trees mostly purchased on catalog presentation. Tens of millions of these catalogs circulate by mail into and through every postoffice in the land. They relate to the cost of our food, for which they present the possibility of increasing the supply of it. If they cost more, that cost is quickly reflected in the loaf of bread, the price of potatoes.

The law provides that matter of the third-class up to a certain weight limit placed when parcel post was established, shall be mailable if postage is prepaid by stamp affixed, at the cost of one cent for each two ounces or fraction thereof. In comparing postage rates for different classes, this is usually described at the rate of 8 cents per pound. Is it? Let us see.

The advertising man usually plans his catalog in multiples of 16 pages, and as any sort of catalog will run over two ounces, he either pays more for paper of a weight that will run to the next jump, or as is actually the practice, he pays a much higher rate than 8 cents per pound, because he must mail in two-ounce jumps.

If the catalog, with the necessary inclosures and wrappers or envelopes, comes just inside the two-ounce limit and the paper maker (who usually refuses to guarantee accuracy within 5 per cent. for good manufacturing reasons) delivers paper even 3 per cent. heavier, or an uncertain quantity of printing ink multiplies beyond the calculated weight, his catalog may be barely down weight when offered for mailing. The advertising man must, therefore, double his postage and pay 16 cents per pound, while the postoffice which handles the delivery of the catalog is put to a no greater expense. The unfortunate business man, not being able to afford \$2000 as a transportation cost where \$1000 had been calculated as the postage on 100,000 catalogs, trims off part of the catalog pages, mutilating the work because of the penalizing of the two-ounce jump. *He cannot afford to pay 8 cents per pound for more than 3000 pounds of transportation he does not get.*

Facing the cost of mailing averaging more than four times that charged the newspaper, the catalog is forced to sail close to the postal rock, the two-ounce jump. To avoid these rocks, as his business demands more space and pages for his message to his customer, he asks the paper maker for thinner paper. The paper maker responds, increasing the per pound figure materially for the lighter weights, to print which the printer also charges more.

But it may be said "of what concern to the postal authorities is this extra increase to the catalog maker?" Every man knows that the ultimate consumer pays for all these extra costs, and when they relate to the very food we eat, it is altogether in point for the Government to endeavor to reduce them.



If it was practical under a twentieth century postal law to offer for mail at a pound rate without stamps affixed, items of printed matter without regard to their individual rate, save as to a high limit, there would ensue advantages both to the citizen and to the nation.

Freed from the necessity of keeping his catalogs within the two-ounce jump to avoid penalization, the business man could work out his offering to his customers without handicap. He would be paying, at a pound rate, accurately for the service the postoffice renders him, as the newspaper publisher now pays. His costs would be reduced, for he could use the paper most suitable for his work, and he would be released from the expense of affixing postage stamps, as the publishers of periodicals have long been released.

The advantage to the postoffice organization would ever be greater. Many millions less of stamps would need to be printed, counted, stored and charged, old and accounted for. At least half the heavy and delaying work of stamp cancellation would be avoided, releasing men, machines and room, for meeting the increase in business without increase in cost. All the weighing to ascertain the accuracy of prepayment, all the "postage due" expense and accounting would be ended, for matter of the third class offered in lots of a pound or more.

The establishment of the pound rate for periodicals was an enormous postal advance. The institution of the parcel post was another enormous advance. To give business men a chance to pay equitably not more than four or five times as much for mailing advertising in catalogs and circulars as the periodicals pay for much the same advertising, would appear to be only decent to these business men. To save the Post Office department the cost of making, handling and cancelling the stamps uselessly affixed to the third class matter, ought to be worth while. The necessity for this reform, for it is a reform, is so obvious that it should be easy to bring about, especially under a postal administration as definitely devoted to progress as the present one. No one is likely to be bothered by the change; no express company would oppose this advance.

*Let us have a pound rate for third-class matter.*

### THE WHINING REFRAIN

Flushing, New York  
Nov. 14, 1921.

Editor National Nurseryman,  
Hatboro, Penna.

Dear Sir:

I observe that in nearly all papers read, or addresses made before meetings of nurserymen, there is a nearly universal plaint about the hardship of the nurseryman's lot and his lack of remuneration for the service he renders the world. Nearly all maintain that the same effort in other lines of enterprise would secure a better reward. In short, a whining refrain concerning the hardship and non-appreciation of their business.

The first thought which occurs to me is why these men, who believe the world has so many better opportunities do not embrace them, and in doing so achieve that success which is the reward of the capable and deserving.

Another explanation is that they are a portion of the lame ducks of the world, who will not, because they can not, achieve any material success in any thing. Or are they obsessed with the opinion that has no valid foundation and is merely a condition of the mind rather than a reality. I am inclined to think the last explanation is the true one and I appeal to these croakers to disabuse themselves of this fallacious and demeaning complaint. It is no credit to anybody and helps no one.

Adam Smith, the great economist of the 18th century, declared and by logical argument demonstrated that in a given time the reward of effort in any direction averaged the same in all occupations.

It is certainly true that it is impossible in the nursery business, as in most other occupations, to amass millions, and it is neither desirable or best that we are able to do so.

"Ill fares the land to hastening ills a prey where wealth accumulates and men decay."

Yours truly, THEO. FOULK.

### COLLEGE COURSE FOR NURSERYMEN

The Massachusetts Agricultural College with the cooperation of the New England Nurserymen's Association and the Massachusetts Nurserymen's Association have arranged to give a course for men engaged in nursery work at the Massachusetts Agricultural College beginning January 2 and running through a period of ten weeks, closing March 10, 1922. This course has been provided at the request of the New England Nurserymen's Association and is under the immediate direction of the standing Committee on Education of that society. The plan has the further support and cooperation of the Massachusetts Nurserymen's Association.

### MARKET DEVELOPMENT WORK PROGRESSING

*Newspaper List Coming in Better, But There Are Still a Lot of Nurserymen Who Haven't Sent in Any.*

Last month, in this column, we did our best to emphasize the importance of getting in from every member of the National Association, a list of names of the newspapers in which he would like to have the Market Development articles appear.

Since then, we have had a good many lists come in, but there are still a very large percentage of members of the Association, including many of the big fellows, too, who have never sent in so much as the name of a single newspaper.

Inasmuch as it costs any firm nothing but a two-cent stamp to send in a list, it is difficult to understand why there should be any hesitation, even in the case of those who are skeptical about the efficiency of indirect advertising of this sort. Certainly it is not taking a very big gamble to invest the sum of two cents in an advertising campaign!

There were numerous instances last year and the year before where members of the Association traced sales directly to these newspaper articles. In some instances, these sales amounted to several hundred dollars.

And, of course, for every dollar's worth of business that can be traced from a source of this kind, there are thousands of dollars worth which cannot be traced.



SOME OF THE COUNTRY'S BIGGEST PAPERS WHO USE  
THE PLANTING SERVICE ARTICLE

The number, and the character, of newspapers which have agreed so far to use the entire series of articles has been very gratifying.

Two sample articles dealing with fall planting were sent with the first letter to the list of newspapers which we already had on hand as a result of the last two year's work, and while a few wrote back that they could not use the articles unless they were in plate form, there has not been a single instance where a paper has written back refusing on the ground that they considered it an attempt on our part to get "free advertising." From a number of letters complimenting our service during the past two years, limited space makes it possible to quote only the following:

*The Chicago Tribune*—"You are starting a service that is much needed and I would be glad to receive your articles as they are issued from time to time. I can use the material in my department if credit does not have to be given to the author. The reason for this is that my daily department is signed and I have no way of crediting the author except occasionally weaving his name into the story.

"I can use stories of different lengths in my Sunday department from time to time and wherever I can I will certainly be glad to give credit. I am particularly interested, however, in material of the kind that I know will be coming from your office and can use it if I am allowed the privilege of changing it to suit my needs."

*The Springfield Union*—"For the last two or three years I have used Mr. Rockwell's articles written for the Nurserymen's Association, and shall be very glad to receive them under your auspices. While the articles will be used on their merits, I am going to suggest to the advertising department that there is an opportunity for activity on its part. Would it be too much to ask you to send me a list of firms who might be interested in the fact that we are devoting some space to garden and nursery matter? I would appreciate such a list very much."

Not only the small newspapers, but some of the largest in the country, such as

The Chicago Tribune, Chicago, Ill.  
The Philadelphia Record, Philadelphia, Pa.  
The Springfield Union, Springfield, Mass.  
The Brooklyn Standard Union, Brooklyn, N. Y.  
The Cincinnati Enquirer, Cincinnati, Ohio.  
The Waterloo Courier, Waterloo, Iowa.  
Democrat & Chronicle, Rochester, N. Y.  
The Telegraph, Harrisburg, Pa.  
The Scranton Times, Scranton, Pa.  
Scripps Farm Bureau, Toledo, Ohio.  
Elgin Daily Courier, Elgin, Ill.  
The State Journal, Lansing, Mich.  
Elizabeth Daily Journal, Elizabeth, N. J.  
The Capital, Des Moines, Iowa.  
Herald, Augusta, Ga.  
Item, New Orleans, La.  
The Journal, Milwaukee, Wis.  
Cleveland News, Cleveland, Ohio.

The Daily News, Dayton, Ohio.

The Arkansas Homestead, Little Rock, Ark.

The Times Union, Albany, N. Y.

have signified their intention of making use of the entire service.

LAST YEAR'S MARKET DEVELOPMENT NAMES TO BE SENT  
TO EVERY MEMBER OF THE ASSOCIATION

Last year, as a result of the advertising campaign to sell the Baily and Hendrick booklets, the Association came into possession of a list of some two thousand names and addresses.

These are names of people who were interested enough in planting their home grounds, or in the growing of fruit, to buy the booklets. These people should all, of course, be extra good prospects for both the firms who sell through agents and those who sell by catalogue. The Market Development Committee has had this list of names set up and printed, and a copy will be sent to every member of the Association. These lists will be ready for mailing about the first of December.

Professor Bailey's book on planting the home grounds and Professor Hendrick's book on home fruit growing should, by the way, be used much more freely by the members of the Association in their own work. Bought in quantity, they cost but a few cents apiece, and for a very small additional cost the name or imprint of the firm using them can be put on the cover, thus making a very good advertising proposition and also helping to create further business.

We should like to hear from anyone who could use a quantity of these excellent booklets.

LAST CALL!

Send in Your List *Today*

Are you one of those who have so far neglected to send in your list of papers for the Market Development campaign?

If so—"how come?"

There is no other way in the world that you can invest two cents\* from your advertising appropriation with equal certainty that you will get it back.

You surely must know the names of at least a dozen newspapers in the territory in which you sell that you would like to have use the business-building articles being sent out by the National Planting Service.

Why hesitate?

Why postpone?

Since you have already made up your mind to send in such a list sooner or later, why not borrow a lead pencil and do it right now? If you wait until much later, it will be too late.

Only a limited number of each of these articles will be printed, and once these are used up, there will be no more to go out this year.

Don't be one of those who are going to get left.

\* If you can't beg, borrow or steal a stamp, send it in C. O. D.



# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902

Published monthly by

THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor .....ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance .....\$1.50  
Foreign Subscriptions, in advance .....\$2.00  
Six Months .....\$1.00

Advertising rates will be sent upon application. Advertisements  
should reach this office by the 20th of the month previous to the  
date of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by  
the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Flourtown, Pa., and should be mailed to arrive  
not later than the 25th of the month.

Entered as second-class matter June 22, 1916. at the post office at  
Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., December 1921

## The Editor's Christmas Wish

That the Christmas spirit will operate  
among Nurserymen all through the year and  
that we realize it will not operate unless we  
co-operate to help the little fellow.

**PEACE ON EARTH GOOD WILL TOWARD MEN** It is heartening to note the  
slow steady improvement in

trade, in business, in fact  
of general welfare the world over. Of course there are  
setbacks, difficulties, famine, suffering, discontent and  
every sort of evil, for those who desire a pessimistic out-  
look; but in spite of them the evidence becomes daily  
more convincing that confidence is growing stronger.

Men and women the world over are getting back their  
faith that right, justice, law and order will prevail.

The noticeable improvement does not promise a boom,  
nor is it merely the hopeful prophecy of the man on the  
street who is optimistic because he thinks it a better pol-  
icy than spreading gloom even when he has little faith  
in his own opinion, but the steady settling down to  
things as they are and working to make them better that  
heartens the observer.

Uninfluenced and unbiased sources such as the Gov-  
ernment Commerce Reports, start out with such state-  
ments as:

"The situation in Argentina continues to show im-  
provement."

"Although the Brazilian market is improving slowly  
the general tone is strong and sales are increasing."

"Although the prospects for an immediate revival of  
trade in Chile are not promising, the improved feeling

evident in September continues throughout October."

In Mexico:

"While business continues dull it is undoubtedly more  
healthy."

"The situation in Peru has improved."

"Heavy shipments of electrical goods to Japan during  
the month of September is the outstanding feature of  
that month's electrical export trade of the United States."

"The principal markets for automotive in South Africa  
are again approaching normal."

New Brunswick, Canada:

"The demand for lumber has increased slightly during  
the month of October."

And so the reports come from all over the world. An-  
other hopeful sign is the huge enterprises that are being  
planned, looking to peace and prosperity.

The disarmament Conference now in session in Wash-  
ington may hardly seem germane to the subject and  
even if apparently barren of results, will make millions  
of people "think" and for this reason will be worth-  
while.

It took centuries for truth to prevail over superstition  
and ignorance; more centuries to weaken the support of  
kings and special privilege and doubtless it will take  
time for mankind to realize the utter beastiality of war  
and perhaps still longer to adopt the Golden Rule as the  
only sensible code of action for humanity.

There are many that thrive on the art of war and de-  
struction but the growing of plants belongs to the art of  
construction.

May the time be short when our business along with  
those that make the world a better place to live in be  
the chief occupation of humanity.

We perhaps do not know all that is going on in the  
more unsettled countries of the world such as Russia,  
India, Ireland, Germany, but we do note a strong cur-  
rent of sentiment in favor of compromise for the good  
of humanity as a whole.

The Red Cross, hospitals, churches, schools, colleges,  
foundation, charities, prohibition and thousands of other  
movements, many perhaps antagonistic to each other and  
very human in their conception, yet all earnest in their  
aims to make the world a better place to live in and all  
in all prove the divine Christmas benediction. Peace on  
earth, good will toward men, is still in operation and  
waiting for mankind to accept.

**TREES AT MATURITY** Being familiar with trees and shrubs as  
they grow in the nurseries is one thing,

but knowing them at maturity or in an ad-  
vanced stage of development is another. It is safe to say  
there are lots of nurserymen handling trees which they  
could almost recognize in the dark, so familiar are they  
with them in their young state, that would scarcely be  
able to identify them when of matured growth.

The exceptions of course are the native trees and the  
commoner kinds of alien trees that were freely planted  
years ago in the parks and gardens of the country.

To see the rarer kinds in an advanced stage of de-  
velopment, one has to visit such places as the Arnold  
Arboretum, Brookline, Mass. The Shaw Gardens, St.



Louis and the older private estates. The educational advantages to the landscape gardener and nurseryman of such places are inestimable, in fact to all who are interested in trees.

Of extreme interest in this respect are many of the old colonial estates, especially in the south. A study of the trees around the colonial mansions of the south will reveal the fact that the proprietors were great tree lovers.

At a period when travel was necessarily difficult and slow it is surprising how many kinds were imported from abroad and successfully planted. A trip along the by ways of the states of Maryland, Virginia and the Carolinas are well worth while, just to study the old gardens and see the box, yews and such like plants that were set out over a century ago.

These plantings are in many instances proving to be more enduring monuments to the early settlers of the country, than those they left behind in wood and stone.

### QUESTION AND ANSWER COLUMN

Kingsville (Baltimore Co.), Md.  
October 30, 1921.

The National Nurseryman,  
Hatboro, Penna.

Gentlemen:

Will you kindly advise me through your valuable paper what variety of cherry is best used for budding and grafting, Japanese cherries (flowering) and Weeping cherries? Also where can I purchase stock for same? I want small plants for budding. What thickness would you advise buying, and tall good set stems for grafting weeping form? Thanking you, I am,

H. J. H.

The stock used for budding and grafting the flowering cherries upon is *Prunus avium*, known to the trade as mazzard stocks.

You will find a source of supply in the advertising columns.

As you wish to get standard stocks for top working with Japanese Weeping cherries it would be well to write to those offering Mazzard stocks, tell them what you want, then they will no doubt quote you.

The stocks for top working with weeping forms should be 6 feet high and possibly  $\frac{3}{4}$  to 1-inch caliper.

### WANTED, CLINGING VINES

With all our skill and triumphs in plant breeding, there are some things we have not done that would be well worth doing if possible. Doesn't it strike one as strange, for instance, that no progress seems to have been made in producing new self-clinging Climbing Plants? *Ampelopsis Veitchii* is still about the only climbing plant, apart from Ivies, that can be grown on a wall without the necessity for continual use of nails and shreds. What would a good flowering Climber of self-clinging habit and rapid growth be worth to the Trade? Is it a case of having tried and failed to produce anything of this character, or is it that nobody has set

himself to the task? When we look at some glorious varieties and races of plants that have been evolved from most meagre material, we may be encouraged to hope that useful additions to our self-clinging Climbers would not prove to be beyond the range of possibility.—*The Horticultural Trade Journal*.

### MONTHLY CROP REPORTER

#### Estimated Farm Value October 15

State	Apples				Peaches		Pears	
	per bushel		per barrel		per bushel		per bushel	
	1921	1920	1921	1920	1921	1920	1921	1920
	Cts.	Cts.	Dols.	Dols.	Cts.	Cts.	Cts.	Cts.
Maine .....	125	133	4.00	3.50	...	...	...	210
New Hampshire .....	180	160	4.55	4.30	...	...	250	190
Vermont .....	195	144	6.00	4.25	...	...	275	200
Massachusetts .....	240	160	6.75	4.00	...	...	300	200
Rhode Island .....	250	190	6.90	6.50	...	...	225	300
Connecticut .....	160	115	5.10	4.00	...	...	200	125
New York .....	180	65	5.23	3.15	325	175	215	145
New Jersey .....	210	78	6.50	2.25	...	...	150	130
Pennsylvania .....	220	85	6.00	2.55	325	220	200	160
Delaware .....	225	80	6.00	3.25	...	...	...	...
Maryland .....	171	98	6.00	2.62	...	...	...	...
Virginia .....	180	85	7.20	3.25	...	...	175	100
West Virginia .....	278	110	8.00	3.25	300	200	300	180
North Carolina .....	195	52	7.25	1.05	265	181	153	149
South Carolina .....	...	...	...	...	...	...	138	176
Georgia .....	140	170	4.50	6.66	...	...	125	230
Florida .....	300	...	...	...	...	...	150	...
Ohio .....	220	120	5.95	3.45	315	205	217	145
Indiana .....	223	147	7.34	3.97	375	257	189	115
Illinois .....	248	159	7.76	4.64	296	282	215	108
Michigan .....	170	70	5.15	2.40	330	220	160	130
Wisconsin .....	238	146	7.50	4.40	...	...	295	160
Minnesota .....	200	180	6.00	4.20	...	...	...	...
Iowa .....	302	167	9.20	5.33	...	...	...	...
Missouri .....	250	155	7.90	4.90	...	...	...	...
North Dakota .....	...	...	...	...	...	...	...	...
South Dakota .....	350	285	...	...	...	...	...	...
Nebraska .....	275	187	...	...	...	...	...	...
Kansas .....	235	230	7.00	7.30	...	...	275	230
Kentucky .....	195	121	6.50	3.17	300	230	240	144
Tennessee .....	200	115	6.70	3.50	250	175	190	160
Alabama .....	185	180	7.85	6.25	200	150	142	174
Mississippi .....	228	194	8.83	5.50	...	...	132	186
Louisiana .....	...	...	...	...	...	...	229	175
Texas .....	...	...	...	...	...	...	190	300
Oklahoma .....	200	200	...	...	...	...	...	...
Arkansas .....	260	180	...	...	...	...	160	220
Montana .....	...	...	...	...	...	...	300	275
Wyoming .....	300	285	...	...	...	...	...	...
Colorado .....	170	169	...	...	175	...	220	218
New Mexico .....	150	210	...	...	...	...	...	...
Arizona .....	300	300	...	...	...	...	...	...
Utah .....	115	140	...	...	...	...	...	...
Nevada .....	240	230	...	...	...	...	...	...
Idaho .....	125	145	...	...	175	...	200	300
Washington .....	160	135	...	...	...	...	170	150
Oregon .....	125	140	...	...	250	...	225	175
California .....	150	150	...	...	180	225	180	240
United States .....	196.4	125.9	6.13	3.74	244.3	244.2	186.4	184.2

H. F. Hillenmeyer & Sons, Lexington, Ky., have had a very satisfactory business this fall and if the present favorable weather conditions last it will be the best they have ever experienced.



For December or February shipment from France we offer

# FRENCH FRUIT and ROSE STOCKS

in a full assortment of sizes.

*Pears, Apples, Mahaleb, Mazzard, Myrobolan, Quince, Manetti, Multiflora, Canina, Polyantha, etc.*

GROWN AND EXPORTED BY

**VINCENT LEBRETON'S NURSERIES, ANGERS, FRANCE**

whom we have represented as sole U. S. Agents for 19 years—which insures best grading, packing, and shipping service. Well ripened stocks—Prices ready now.

**McHUTCHISON & CO., 95 Chambers St. - New York.**

## NATURAL PEACH PITS

### 1921 Crop

Now ready for Shipment.  
Tell me how many you want.  
I will quote by return mail.

**THOMAS J. LANE,**  
Seeds

**Dresher - - - Penna.**

### FALL 1921

40,000	Plum on Peach 1 yr, 2-3 ft., 3-4 ft., 4-5 ft., 5-6 ft.
150,000	Currants 1 and 2 yr.
60,000	Gooseberries 1 and 2 yr. Houghton, Downing and Pearl.
500,000	Grape Vines 1 and 2 yr.
15,000	Catalpa Bungei 1 and 2 yr. hds. 3-4 ft., 4-5 ft., 5-6 ft., 6-8 ft.
200,000	Carolina and Lombardy Poplars, 4-6 ft., 6-8 ft., 8-10 ft., 10-12 ft.
75,000	Spirea Van Houttei, 12-18 in., 18-24 in., 2-3 ft., 3-4 ft., 4-5 ft.
100,000	Berberry Thunbergii 2 yr., 10-12 in., 12-18 in., 18-24 in.
300,000	Privet Cal., and Amoor River North 1 and 2 yr., 12-18 in., 18-24 in., and 2-3 ft.

Also a large and complete line of high quality nursery stock for the wholesale trade. Send for trade list.

**T. W. RICE,**

**Geneva, N. Y.**

## Princeton Products

are

## Ornamental



Trees, Shrubs and Evergreens  
of high grade  
for the wholesale trade

**Princeton Nurseries**

Princeton in New Jersey

December, 1921

## We Offer to You

In All Grades

### APPLE SEEDLINGS

### JAPAN PEAR SEEDLINGS

Also

### APPLE GRAFTS

### JAPAN PEAR GRAFTS

*In Either Piece or Whole-root Grafts*

**M. L. TAYLOR**

PERRY

KANSAS



### HAMP GARNER'S FLOWER BED

Old Hamp Garner's flower bed is bare now; but a couple of months ago he was seen talking across it to his daughter by marriage. Hamp lives on his Civil War pension, though he says he "didn't use to, because it wasn't enough, and buy whisky."

Just across the road live his son and his son's wife. Hamp eats with the family, but sleeps alone in the old farmhouse. This day Hamp was in a reminiscient mood.

"In many ways, Letty, this has been a remarkable summer," he said. "There's a lot of booze yet. But the price of a toss is well-nigh prohibitive to most of the boys. In consequence, all summer long, hereabouts, we have had an agreeable change o' scenery—more red roses and fewer red noses—if ye git me!"—*Colliers*.

### TREND OF FARM PRICES

The level of prices paid producers of the United States for the principal crops decreased about 11.6 per cent during October; in the last ten years the price level decreased about 5.6 per cent during October. On November 1 the index figure of prices was about 39.6 per cent lower than a year ago, 56.5 per cent lower than two years ago, and 33.7 per cent lower than the average of the past 10 years on November 1.

The prices of meat animals—hogs, cattle, sheep, and chickens—to producers of the United States decreased 3.2 per cent from September 15 to October 15; in the past 10 years prices decreased in like period 3.2 per cent. On October 15 the index figure of prices for these meat animals was about 41 per cent lower than a year ago, 43.6 per cent lower than two years ago, and 25.5 per cent lower than the average of the past 10 years on October 15.

### BUSINESS CONDITIONS

Mr. William Pitkin, president of the Chase Bros. Co., Rochester, N. Y., is very optimistic in regard to conditions in the nursery business, especially of the retail agency trade.

He believes it is in a sound healthy condition and sees no reason why it should not continue until the close of next spring's selling season. To quote Mr. Pitkin:

"Other lines of business seem to be complaining bitterly about sales. So far we have not felt any slump and do not believe that we shall. If the slump were going to hit us it would have hit us before this. We are past the danger point.

"For several years prior to and including spring of 1918 our volume of sales was very uniform. For 1919 we increased about 30%; for 1920 another increase of 50% and for 1921 still another increase of 50%, which was our peak year. So far this year we are about 10% ahead of that peak year.

"The census reports for 1920, covering the orchards of the entire country show very large decreases in the quantity of bearing fruit trees and also in the number of younger trees not yet bearing, all of which indicates

a large demand for our products during the next few years.

"I see no reason why the well-organized retail agency concerns should not continue to do a large business and find a ready market, at fair prices, for all the fruit trees that they should reasonably produce."



### COMPULSORY MINIMUM WAGES

Nurserymen in the United States have their labor troubles in various forms and perhaps at times feel they would be willing to do anything if they could only get skilled dependable help. But they should at least be thankful they can bargain what rate of wages they shall pay.

In England there is a measure before the House of Commons which fixes a compulsory minimum wage of 50 shillings per week with working hours not to exceed 48 in any week or 8½ any day. There is to be a compulsory week day half holiday and an annual holiday of one week at full pay.

The Bill also allows higher rates of pay, to be fixed by Conciliation Committees in different localities.



Mount Arbor Nurseries, Shenandoah, Iowa, reports "a very fine fall out through this part of the country. Have only had two real hard frosts, which have made it ideal for getting in the stock, and also for planting. Fall orders have held on longer than usual, and believe most firms through this section of the country have had a very good fall business. It started out rather slowly at first, but picked up as the season advanced, and has been holding on real well.

### AS I SEE IT

BY M. T. NUTT

It seems to me that growers of herbaceous plants have not kept up with the times or studied the best methods of producing these plants—or to come to the point, the stock offered is neither satisfactory or really marketable.

Recently I needed, to complete some planting plans, a large assortment of varieties and finally accumulated them from possibly a dozen sources. The plants I received were generally most unsatisfactory, either small plants from two and a half inch pots or little, poorly rooted divisions. None of them had stood transportation in really good condition, though in most cases they had been carefully packed.

Some of our most common, strong growing sorts were field grown and were very fine, such as Iris, Paeonies, Funkias, Mallows, Hollyhocks and a few others, but Delphiniums, Digitalis, Aquilegias, Lychnis, Myosotis, etc., were most disappointing, and it required much urging on my part and assurances, of which I own I did not feel, to persuade my customer to let me plant them. I have had many similar experiences in the past fifteen years, and the results of such plantings have proven very disappointing.

There appears to me to be no reason why all varieties



## CYPRESS LUMBER FOR NURSERY CRATING

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We can furnish you crating cut to size. Just what you want. Will contract to furnish your year's requirements. Write us for prices, giving your specifications.

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CUT  
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(200 A DAY)**

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## Vincennes Nurseries

W. C. Reed & Son, Prop., Vincennes, Ind.

We are pleased to offer the following for Fall 1921.

Cherry, One Year,  $\frac{1}{16}$  up.  
Cherry, One Year,  $\frac{7}{16}$  to  $\frac{9}{16}$ .  
Cherry, One Year,  $\frac{9}{16}$  to  $\frac{11}{16}$ .  
Sweet Cherry, One Year, 5 to 7 feet.  
Sweet Cherry, One Year, 4 to 5 feet.  
Sweet Cherry, One Year, 3 to 4 feet.  
Japan Plum, One Year, all grades in Plum and Peach Roots.  
European Plum, One Year, on Plum Roots.  
Hansen Hybrid Plum, One Year, on Americana Roots.  
Apricots, One Year, all grades.  
Peach, One Year, leading varieties.  
Pear Std., One and Two Year, all grades, mostly Keiffer and Garber.  
Apple, 2 Year, also One Year Cut Backs, leading kinds.  
We have no 2 year Cherry to offer but our One Year promise to be extra fine and will certainly please your Trade.

## TO THE TRADE ONLY

We offer a very complete list of Nursery Stock for delivery Fall 1921 or Spring 1922.

**FRUIT TREES.**—A general assortment of Apple, Pear, Cherry, Plum, Prune, Peach, Apricot, and Nectarine in first class one year stock.

**NUT TREES.**—Almonds, Filberts and Walnuts.

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**GRAPE VINES.**—American varieties, strong on Concord.

**SMALL FRUIT AND BERRY PLANTS.**—With Oregon Champion Gooseberry and Perfection Currant one year No. 1 as strong leaders.

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**NURSERY SUPPLIES.**—Our usual line.

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**EVERGREENS OF THE BETTER VARIETIES**—Boxwood pyramidal, 2 ft.,  $2\frac{1}{2}$  ft. and 3 ft. Biota aurea nana and conspicua aurea. Arbor Vitae compacta, conica densa, globosa and Siberian. Fir cephalonian, concolor and Nordman's. Retinispora argentea, compacta, filifera, filifera aurea, pisifera, pisifera aurea, plumosa aurea, squarrosa veitchii. Spruce hemlock, oriental, polita and white. Send us your list of wants.



of herbaceous plants might not be grown in the field and strong, well-rooted plants delivered.

It strikes me that there is a good opening for some foresighted nurseryman who can advertise and deliver a full list of standard varieties of strong field-grown herbaceous plants.

Martin Kohankie, of Painesville, Ohio, grew such plants but specialized in but a few things. Martin retired two years ago. The Meehans at Germantown, Pa., were also growers of strong field-grown clumps but now their list seems limited.

The herbaceous "specialists" of today all seem satisfied with the small pot plants or "skimpy" divisions.



At the National Convention in Chicago last June, I heard a lot of talk in the lobby of the hotel, of what we might expect, in about two years, in the line of low prices of nursery stock due to over planting. I heard so much about it that I began to think there might be something in it. "Harrison, of Berlin, Md., had planted a million apple stocks;" "Bill Ilgenfritz, of Monroe, Mich., had set out fifty thousand *Spiraea Anthony Waterer*;" "Ted Rice, of Geneva, N. Y., worked twenty-five thousand *Catalpa Bungei*" and so on. The future sure did look ominous.

Within the last two weeks I have had occasion to visit a number of large nurseries, covering a territory between the Atlantic Ocean and the Mississippi River. Did I find much surplus in either one or two-year-old stock? Verily, I did not. On the contrary, I found most of the two-year-old had been pretty well cleaned up and the nurserymen were already digging heavily into their last spring's plantings. My notion now is that by the time spring is over the two-year-olds will be all gone, and the one-year stock will be mighty slim.

There may and probably will be a heavy planting next spring, but next fall and the following spring will eat heavily into that.

Then we must remember that general business conditions now are not particularly flourishing and in a couple of years, when these conditions improve, there should be an increased demand for nursery stock which will tax the energies of the nurserymen to meet it.

I am glad I made that trip. The sun shines brighter to me now than it did when I heard all that "eroaking" in the Congress Hotel lobby last June.



There still appears to be a few who think that Quarantine 37 of the Federal Horticultural Board will either be modified or entirely withdrawn. I am afraid these "hopefuls" will be disappointed.

I was much interested in the talk given by W. N. Craig, of Boston, at the New York Florists' Club, on this vexed problem. It appears from his own statement that he is neither a florist or a nurseryman, therefore, I assume he talked from the standpoint of an enthusiastic amateur. At any rate, he claims to be a "fighter." He fought "Daylight Saving" and "Woman's Suffrage" and claims that prohibition was undoubtedly the result of woman's suffrage, and that it is his belief that the law

would never be repealed, but apparently he did not voice a prediction as to the future of Quarantine 37.

Evidently he does not give the Federal Board much credit for their efforts, and seems to be particularly "sore" because under present F. H. B. regulations it makes it exceedingly difficult for the "Amateur" to import horticultural products from Europe.

Well now, from the standpoint of the "Amateur" perhaps he is right, but I question if today the nurserymen, at any rate, will very heartily endorse his statements. They have accepted Quarantine 37 as a fact, and upon assurance of the F. H. B. that it would not be modified or wiped out entirely, they have set themselves to the task of growing much of the stock which was heretofore imported.

I think I am quite safe in saying that in the last two years, several hundred thousand dollars have been invested in propagating houses and frames, yes, and entire nursery projects have been started for the propagating and growing of what might be termed "European Stock," and only a beginning has been made along these lines.

If, after these investments have been made, the F. H. B. should modify or "wipe out" Quarantine 37, it would raise a hue and cry that would seriously embarrass the members of the F. H. B. and the Department of Agriculture.

I am of the opinion, from personal intercourse, which I have had with Dr. Marlat and the F. H. B. in general, that they are fair-minded men and that while they will stand by Quarantine 37 in its general outline, they are disposed to do all in their power to aid in encouraging production of European stock in this country and will give liberal permits for the importation of "Novelties" or stock needed for propagating purposes. The "Amateur" is not a propagator, and I expect nurserymen, as a body, are rather glad that the private consumer cannot import a lot of nursery stock, wholesale, as he did formerly.

## NURSERY STOCK INVESTIGATIONS

By L. B. Scott

Meeting of the Southern Association of Nurserymen,  
Chattanooga, Tenn., September 7 and 8, 1921.

(Continued from Last Month)

We are interested in another form of vegetative propagation which apparently has been given very little attention, namely, propagation by root cuttings. We simply worked with the material we had assembled this year: French crab seedlings, Minnesota and Vermont seedlings. The cuttings which gave the best results were about 2 to 3 inches in length and about 1/8-inch in diameter. These were lined out in nursery rows in March and April and given the simplest kind of treatment.

At the Chicago convention I was talking with a nurseryman and telling him what we were attempting to do with root cuttings. He said "Mr. Scott, it isn't practicable, it can't be done." All I can say is, it has been done. We have been able to raise good trees and we believe it will prove practicable.

Our next step is to see whether we cannot propagate varieties, themselves, direct from root cuttings. Dr. Quaintance of the Bureau of Entomology has very kindly



PEARS, Standard and Dwarf.

RASPBERRIES, Plum Farmer, transplanted.

NORWAY and SUGAR MAPLE, Sizes 1½ to 2½ in.  
SUGAR MAPLE, 5 to 7 feet, once transplanted, for  
lining out.

EUROPEAN SYCAMORE—Several fine blocks.

PIN OAK and RED OAK—Sizes 6 to 12 feet.



## EVERGREENS

RETINOSPORA Picifera Aurea, Plumosa and  
Squarrosa. Sizes up to four feet.

NORWAY SPRUCE—Sizes up to 6 feet.

AMERICAN ARBOR VITAE—Fine block 3 to 5 ft.

*Good supply of many leading varieties of shrubs.*

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**NATURAL, in 6 ft. Japanese and Domestic**  
**DYED GREEN in 18" to 3½ ft. sizes**

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Apple Seedlings	Cherry
Pear "	Prunus Damascens
Malus "	Rosa Manetti
Paradise, broad leaved	" Canina
" yellow Metzger	" " Cuttings
Quince Seedlings	" Rubiginosa Sweet Briar
Mahaleb "	" Laxa
Myrobolan "	" Rugosa
St. Julian "	" " standard for top budding
Azalea Pontica	Rhododendron Ponticum

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turned over for our use approximately 1000 apple trees which have developed their own roots. These trees were used in connection with some of their studies of resistance to woolly aphis. In addition to this material we expect to visit several nurseries in Minnesota, Iowa and Kansas and select trees which have developed their own roots above the graft union. Another year we will have some pretty definite information regarding the possibilities of propagating varieties in this way.

So much for our work with fruit tree stocks.

There seems to be a demand for information regarding rose stocks in every section of the country. In tackling this subject we are not only trying to secure information regarding commercial rose stocks now in use, but also concerning several others which look especially promising. Dr. Van Fleet's collection is of especial value to us, as he has a number of specimens which are not known in the country outside of the Arnold Arboretum, or some similar collection. Of the new stocks which look especially promising are *Rosa multiflora cathavensis*, a very hardy rose of the multiflora type which propagates readily from softwood cuttings and develops a very vigorous root system; *Rosa odorata*, introduced by the Office of Foreign Seed and Plant Introduction from China, which propagates readily by softwood cuttings; *Rosa souleana*, introduced from northern Korea, which can be propagated from seed which germinates the first year and also from softwood cuttings.

Others which we are interested in are a *Setigera-wichuraiana* hybrid of Dr. Van Fleet's which propagates readily from softwood cuttings; a *Jacki-wichuraiana* hybrid; *Rosa multiflora Polycantha*, and a vigorous growing type plant of *Rosa multiflora*.

A word regarding our method of handling softwood cuttings. We used two or three eye cuttings, but we believe single eye cuttings would give equally as good results. Ordinarily sandy loam soil was used in cold frames covered with glass. The sash was shaded with muslin during the middle of the day and the cuttings syringed at least twice a day, sometimes oftener. On the quicker rooting sorts, such as *Multiflora cathavensis* and *odorata* roots had developed at the end of two weeks' time. For ease in handling our experimental lots, we transplanted into 2½ pots. Commercially, they would have been transplanted into beds under partial lath shade and the shade removed. With all our newer stocks, our progenies trace back to a single individual, so that we believe we are controlling as far as we can any possibility of variation in our stocks.

In addition to these promising new stocks we are also including rose stocks which are now in use commercially, namely, *manetti*, *canina*, *Madame Plantier*, *Seven Sisters*, *Wax Rose*, *Rosa Cinnamomea*, *Rosa setigera* and *R. rugosa*. For our main stock and varietal experiment, we are using something like 40 or 45 Standard Teas and Hybrid Perpetuals. We are propagating each variety from a single mother plant in the cooperative test rose garden maintained by the American Rose Society and the

Department at Arlington, Va. This of course will mean that we will not have sufficient bud wood of any variety to use before 1923 as the plans for our first plantings which will probably be made at Bell, Maryland, on sandy loam, and at Arlington, Virginia, on clay soil, call for at least fifty plants of each variety in each of the 14 stocks, or, roughly speaking, 700 plants of each variety in each location. Next year, however, we will use one variety, Columbia, as we have sufficient budwood of this variety to use. It will give us some preliminary information on its behavior on all the stock.

So you see, even this early in the game, our activities are varied and we are only able to undertake a very few of the great number which should be undertaken. We hope we may be able from time to time to find something that may be of value.

We must work in close cooperation with the nurserymen of the country, in fact our success will be governed in large measure by your cooperation and assistance.

### STARK TRADEMARK INFRINGEMENT SUIT FINALLY SETTLED

By Payment of \$7500.00 and Perpetual United States Court Injunction

The suit for infringement of trade-mark and unfair competition brought by Stark Bros' N. & O. Co., against the William P. Stark Nurseries has been finally settled in favor of Stark Bros' after a long drawn-out fight of six years, through all the United States Courts, including the United States Supreme Court.

This suit originated in the U. S. District Court, where Stark Brothers were awarded damages and also an accounting for certain profits of the Wm. P. Stark Nurseries to cover a prescribed period of the infringement. In addition to the above, the Federal Court issued an injunction prohibiting the Wm. P. Stark Nurseries from further infringing on the rights of Stark Brothers. Later the case was appealed to the United States Court of Appeals and then to the United States Supreme Court, where the final decision was reached which upheld the United States Court of Appeals in their injunction, damages and profits awarded to Stark Bros' and the case was referred back to the United States District Court to have an accounting made so as to determine the amount of profits and damages to be paid Stark Brothers.

The case was in this position when Stark Brothers, after a conference with the Neosho Nursery Co. (successors to the Wm. P. Stark Nurseries), agreed to accept \$7500.00 in place of the damages and profits awarded them by the Court. This amount was paid by the Neosho Nurseries and the injunctive relief awarded to Stark Brothers by the Federal Court against further infringements and unfair trade, was made perpetual.

The nursery trade has followed this important suit with a great deal of interest as it had at issue many points that affect the rights and general business policies of the nursery world.

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# WARNING

We again call to the attention of the trade, our rights regarding all Golden Delicious Apple Trees. We have formerly published notices of our rights in regard to this variety and these trees in the trade papers, and have mailed to all members of the nursery trade, legal notice by registered mail and have received receipts of the delivery of these letters by the Post Office Department. We desire to eliminate any chance of anyone infringing on our legal rights by attempting to propagate and sell this variety, every tree of which is fully and legally protected by special individual contracts between the purchaser and our company. We do not desire to cause any trouble or loss to reliable nurserymen and we have made every effort to notify them so that they would not innocently infringe on our rights. The other class of nurserymen who might attempt to infringe in spite of our notices will be promptly and effectively handled in the Courts.

A few cases of infringement and illegal action regarding the Golden Delicious have come up and have been quickly and definitely stopped either by Court action or by agreement of the infringer to either destroy or turn over to us all trees, buds, scions or cuttings of the Golden Delicious in their possession, with the additional agreement not to attempt to further violate our rights. Some of these infringements have been caused by ignorance of the fact that our contract agreement fully protects and covers every tree, scion, bud or cutting of every tree that has ever been sent out, and that no one can propagate and sell any Golden Delicious trees under that name *or any other name*. We have in our employ a leading national detective agency and careful investigations are made by them of any alleged infringement of our rights by customers, nurserymen or anyone else.

The following quotation from our attorney's letter are the essential details of our legal rights in this variety:

Stark Bro's N. & O. Co.,  
Louisiana, Mo.

Gentlemen:

*In re Protection of Your Exclusive Rights to the Golden Delicious Apple Tree*

Under your contract, under and by virtue of which the Golden Delicious Apple Trees are sold, every purchaser signs a contract agreeing:

"Not to give away or sell or permit anyone else to take scions, buds or cuttings from the Golden Delicious trees herein mentioned or their progeny for a period of 25 years."

This gives you control of all Golden Delicious trees and all propagating wood therefrom. *That Contract is enforceable* and you can successfully proceed against anyone who infringes upon your rights or violates that contract. In order to give every possible notice of your rights to that apple tree, we advise you to send to all Nurserymen the above quotation from your Contract under and by virtue of which the Golden Delicious Apple Trees are sold, so they will have full notice of the same and in the event anyone violates it, you can take legal action against them. All honest Orchardists and Nurserymen will aid in protecting your rights to that apple tree. Of course, you will reciprocate in the event any other nurseryman produces fruit they wish protected in the same manner by Contract whenever they give you notice of same.

Yours truly,

MATSON & COWHERD,  
Attorneys for Stark Bro's N. & O. Co.

We wish to assure reliable nurserymen that we have taken this action and sent these notifications in justice to them and so they will be fully informed. Furthermore, if, in the future, any other new fruits are introduced by other nurserymen on this basis we will appreciate their notifying us of the existence of any contracts with which we might unknowingly attempt to interfere.

**STARK BRO'S N. & O. CO.**  
**Louisiana, Mo.**



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